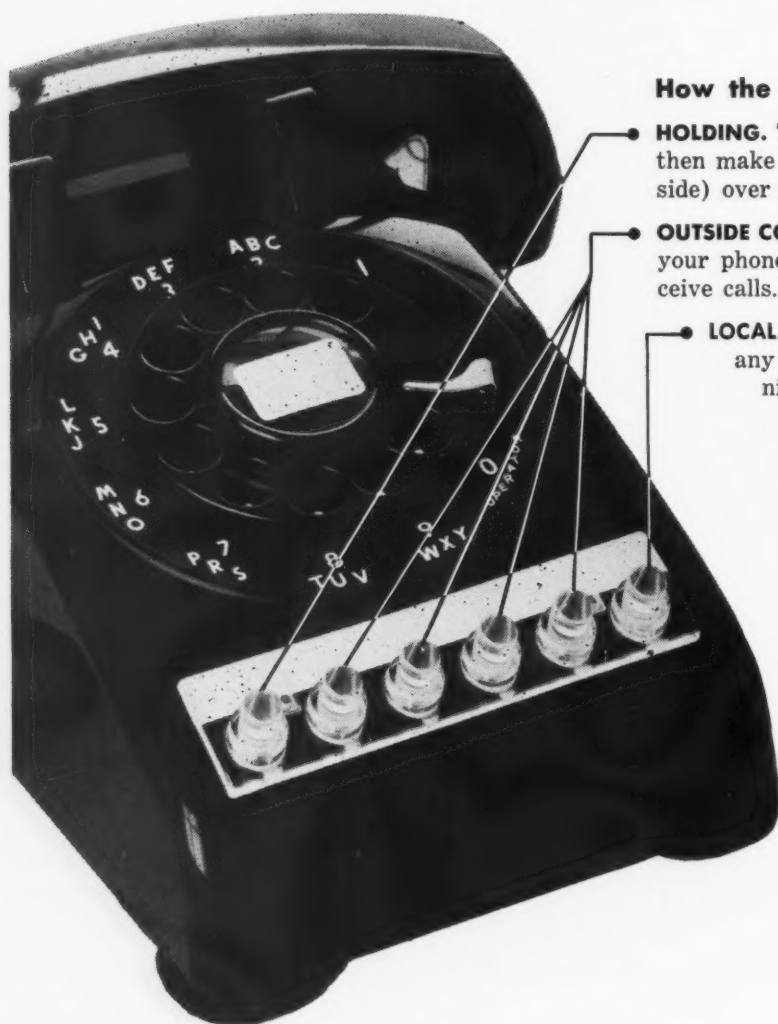




*Connecticut*  
**INDUSTRY**  
MARCH 1956

# Give your business Round-the-clock "Switchboard Service" without a special attendant



## How the "KEY BUTTONS" are used

● **HOLDING.** This holds any outside call. You can then make a second call (either inside or outside) over another line.

● **OUTSIDE CONNECTIONS.** These buttons connect your phone with outside lines to make or receive calls.

● **LOCAL.** This connects your telephone with any other inside phone for intercommunication.

Illuminated Lucite press-buttons flash on and off for incoming call — burn steadily while line is used or held. When line is busy, incoming call automatically switches to next available line and that button starts flashing.

Here's the ideal AUTOMATIC TELEPHONE SYSTEM for small and medium-sized businesses. It's *fast* and *flexible* — handles up to four lines and twenty telephones. *Dependable* — stays on the job day and night. *Economical* — requires no switchboard operator or special attendant.

### LOOK AT THESE ADVANTAGES:

- Instant communication with inside extensions or outside lines.
- Hold a call on one line while getting information over another.
- Transfer incoming calls from one telephone to another.
- Intercommunicate without tying up outside lines.
- Use for conference calls — inside or out.
- Exclusion feature can be included to insure privacy and prevent interruption.

We'll be glad to give you all the facts about an Automatic Telephone System to fit your business. Just call our business office.

THE SOUTHERN NEW ENGLAND **TELEPHONE** COMPANY

# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 34 - NO. 3 - MARCH, 1956

L. M. BINGHAM, Editor

## IN THIS ISSUE

	Page		Page
Editorial .....	5	Creative Engineering .....	19
Eleven Years of Growth at ABA Tool and Die Company .....	6	Selling America Short .....	20
The Sibley Company Story .....	9	News Forum .....	23
The Tail that Will One Day Wag The Dog .....	11	How Would You Decide? .....	45
"Operation Survey" Pays Off At General Electric .....	14	Business Tips .....	49
My Impressions of the White House Conference on Education .....	15	Spotlight on the Future .....	51
Pre-Determining the Market Acceptance of New Products .....	17	Accounting Hints .....	53
Sixth Annual Conservation Conference Features Causes, Effects and Remedies of Floods .....	18	Taxation .....	55
		Transportation .....	59
		Business Pattern .....	61
		Connecticut Advertising Services .....	63
		It's Made In Connecticut .....	65
		Advertising Index .....	76

### OFFICERS

ALBERT S. REDWAY ..... President  
HARRISON FULLER ..... Vice President  
HARVEY L. SPAUNBURG ..... Vice President  
N. W. FORD ..... Executive Vice President  
JOHN COOLIDGE ..... Treasurer  
L. M. BINGHAM ..... Secretary

### ADMINISTRATIVE STAFF

N. W. FORD ..... Executive Vice President  
L. M. BINGHAM . Sec. and Dir. of Development  
FREDRICK H. WATERHOUSE ..... Counsel  
CHARLES H. SCHREYER ..... Attorney  
ARTHUR L. WOODS ..... Insurance Manager  
EDWARD M. MAMULSKI Traffic and Export Mgr.  
A. CARL MESSINGER .. Public Relations Director  
JOHN D. HUBBARD ..... Field Representative

### DIRECTORS

HENRY H. LYMAN ..... Middlefield  
W. L. SORENSEN ..... Stafford Springs  
DONALD C. COTTRELL ..... Pawcatuck  
LEO J. PANTAS ..... Stamford  
P. B. WATSON ..... Wallingford  
CARLYLE F. BARNES ..... Bristol  
A. V. BODINE ..... Bridgeport

HENRY S. WOODBRIDGE ..... Putnam  
SHERMAN R. KNAPP ..... Berlin  
GEORGE R. HOLMES ..... New Haven  
JOHN A. COE, JR. .... Waterbury  
LOUIS R. RIPLEY ..... Danbury  
A. W. CAVEDON ..... Talcottville  
JOHN E. HOLT ..... Danielson  
M. H. PHILLIPS ..... Jewett City

### DEPARTMENTAL STAFF

RUTH C. JOHNSON ..... MILDRED H. FORSELL  
KATHERINE M. EDGERTON  
CAROLINE R. PALOZIE FRANCES W. WILKINSON  
MARGARET M. MOORE ELLEN B. VAN WINKLE  
FLORENCE E. KRUK ..... MARION E. ROBINSON  
VINCENT D. CASTAGNO ..... BETTY S. HALL

RALPH S. HOWE ..... New Britain  
HARRY E. NORTON ..... Winsted  
S. W. FARNSWORTH ..... Torrington  
GEORGE L. TODD ..... Bridgeport  
FREEMAN W. FRAIM ..... Essex  
DEHAVEN ROSS ..... East Portchester  
E. B. SHAW ..... Darien

Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 928 Farmington Avenue, West Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription rates: one year \$2.50; 25¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



# FULLER BRUSHES

**1<sup>ST</sup> Choice for Industry, Too**

## **FULLER HEAVY DUTY**

Fuller Heavy Duty cleaning tools reduce maintenance costs because they last longer. Over 700 different types of industrial brushes, brooms and mops. Whether for sweeping or mopping . . . for dusting, polishing or painting . . . Fuller has the *right* tool for every operation.

## **FULLERGRIFT**

Fullergrift Power Brushes cut costs on a wide variety of industrial installations. Fullergrift brush strips can be bent, coiled or twisted. The brush material is in to stay, because it is loop-anchored inside a rugged, rust-resistant metal channel. Fullergrift Power Brushes can be adapted to your present machines or designed for new machine uses.

## **FULLANCHOR**

Fullanchor Wheel Brushes have longer brush life and higher cutting ability. Each tuft is anchored by a heavy wire staple, driven through a continuous steel channel. This makes possible an equal amount of material in each tuft, and thus assures perfect balance, also 20% to 40% more fill material than similar-type brushes.

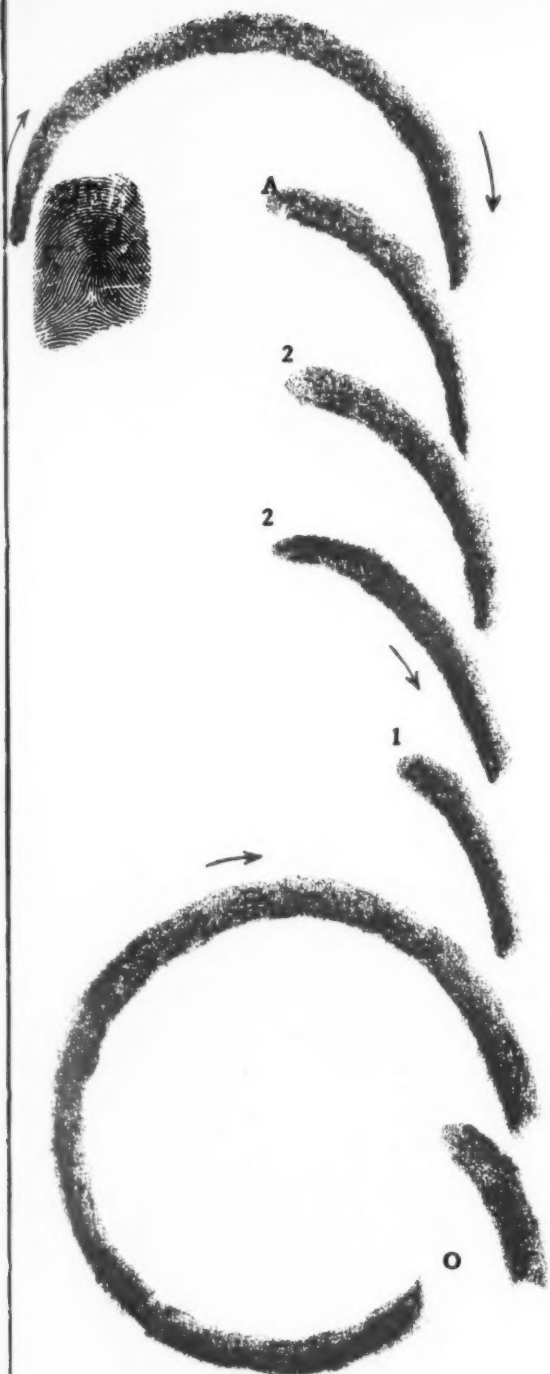
### **FULLER MACHINE DIVISION**

Special brushing machines, designed and built by Fuller, are instrumental in stepping up production and cutting down expensive hand operations in a wide variety of industries. Our extensive engineering and machine building facilities are ready to go to work for you.

● For information or quotation, write, wire or phone . .

**THE FULLER BRUSH COMPANY**  
HARTFORD 15, CONNECTICUT





JA 2-2101

## Connecticut Printers, Incorporated

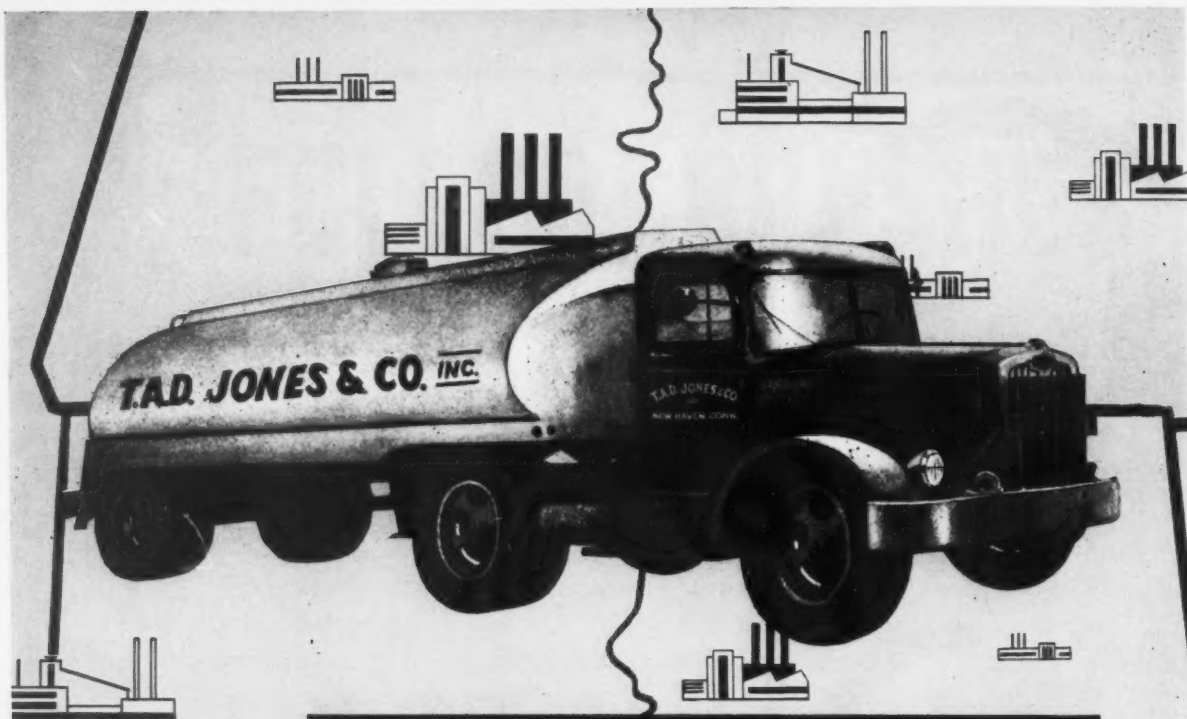
85 TRUMBULL STREET, HARTFORD 1, CONNECTICUT

CASE, LOCKWOOD & BRAINARD, *Letterpress Division*  
KELLOGG & BULKELEY, *Lithographic Division*

# 32 INCHES ....BUT

## A GOOD YARDSTICK

Your index finger—or better yet—your secretary's index finger travels only 32 inches in dialing JA 2-2101. It's short of a yard, but it's long on quality and service. Just 32 inches of finger travel, about 8 seconds of time, will connect you with quality printing. Don't take our word for these figures; try it yourself and you'll prove they're right. And one of our salesmen, backed by the best of equipment and skilled personnel, will prove our quality and service is right, too.



## ALL OVER THE MAP!

For thirty years, T.A.D. Jones delivery-trucks have been rolling over the highways of Connecticut and Massachusetts, bringing a prompt and dependable fuel-service to the tanks and bunkers of southern New England's industry. While not so conspicuously marked as some of our barge and rail-deliveries, this volume of our barge- and rail-deliveries is equally important.

For prompt and dependable service, T.A.D. JONES & COMPANY is normally equipped to deliver any quantity of Southern "C" Fuel Oil, Steam Oil and Anthracite, and is always the most accessible to New England. We are ready for delivery, and they are all as ready to you as your telephone.

### T.A.D. JONES & CO., INC.

NEW HAVEN, CONNECTICUT 06510 • BRIDGEPORT, CONNECTICUT 06607

NEW YORK, NEW YORK 10007 • NEW YORK, NEW YORK 10007 • NEW YORK, NEW YORK 10007

# Season Well With Salesmanship

By ALEXANDER H. d'ARCAMBAL, *President*

Pratt & Whitney Company, Incorporated

**E**ACH week tons of newsprint, expert research and some mighty fine writing keep us constantly reminded that industry needs more and more trained engineers to engineer the gadgets that will require more and more salesmen to sell to an expanded buying public. The competent men and women in between the drafting board and the sales staff equally are in demand.

Every man-Jack of us finds difficulty in hiring the precise type of individual we want to fill a suddenly created need in our organizational chain from the birth of a product idea to the production line to the ultimate user.

By apprentice training we do our best to educate promising young men to fill the gaps that sooner or later we know will crop up in one phase of our business or another. More frequently than not we find that we have trained a man for someone else—and maybe he finds that he has trained one for us, too. We do our level best to maintain an atmosphere in our plants and our surroundings and our economic benefits that will make a productive employee like to work for us.

In every respect we recognize the fact that good citizenship on the part of a company does not occur accidentally. It grows out of a constant practice of golden rule tenets.

But here's a thought. In our never-ending search for good men, in our earnest endeavor to train the young in the ways of our business, do we put enough emphasis on a quality—a personal quality, if you must—that spells individual success and company success as well? That quality is good salesmanship.

There may be those who will thoroughly disagree with the philosophy that 'salesmanship' is that extra 'umph' that

makes an engineer a *good* engineer, that makes a plant guard, or a machine operator or an inspector or a salesman a *good* guard or operator or inspector or salesman.

Maybe some will think that I'm too much of a Pollyanna. Nevertheless, I'm convinced that our employees, irrespective of their individual responsibility, are our best salesmen. And I'm not singling out only those who negotiate our sales. If they aren't, then it's partly our fault. We have failed to give them that extra something that comes from the spirit . . . that quality called salesmanship.

Recently I read that today we need a million salesmen to move the products of our factories to the eager hands of the consumer. Statistically the production of this vast amount of consumer goods would require many times more production workers. And just a glance at the Sunday papers convinces any doubting Thomas that there are a hundred jobs open for any single available or interested engineer—jobs complete with rose garden and swimming pool.

Sure we need them—need them all. But the law of supply and demand is a reality that we must face. And there's very little unemployment. Let's make an earnest effort to instill that plus—that salesmanship—in the fine loyal folks we have. The reward will be very great.

The fact that I'm a chemist turned metallurgist turned salesman qualifies me to 'expert' nothing. But somewhere along the line from test tube to order pad my teachers taught me that salesmanship in every walk of life was not only a commendable trait for me but that it would pay off for my company as well. I've found the lesson to be so. Moreover, I have attempted to exert salesmanship in passing along to others whatever I have absorbed of chemistry or of metallurgy or of product selling.

A tourist once stopped in front of a little country store, dumbfounded at the sight of an enormous display of salt piled high all around the place. There were stacks of it and boxes and bags and barrels inside the store and out. "Boy, you must sell a lot of salt," he said to the storekeeper who slowly replied, "No, I don't sell much, but you shoulda seen the guy that came around last week. He could really sell salt."

Remember, not much happens until somebody sells something to somebody else—whether it be an idea or an overdose of salt or a cake of soap. So sprinkle each of your associates liberally with salesmanship and, with him, enjoy the benefits that will accrue to both of you.

---

*Mr. d'Arcambal, the author of this month's guest editorial, after graduation from the University of Michigan and seven years of service for several midwestern companies as a chemist and later as a metallurgist, joined Pratt & Whitney Company as chief metallurgist.*

*He became sales manager in 1927; vice president in 1941; vice president, general sales manager and director in 1950; and president of Niles-Bement-Pond and general manager of its Pratt & Whitney Division, retaining those posts when the name was changed to Pratt & Whitney Inc. He is a director of Colt's, Hartford Home Savings & Loan Ass'n., first vice president Hartford County Manufacturers Ass'n. He is past president of the American Society of Metals and American Society of Tool Engineers. He also received an honorary degree of Metallurgical Engineer from the University of Michigan and at same time was made member of the honorary engineering society, Tau Beta Pi.*

*He also holds memberships in a number of clubs and is a Vestryman and Junior Warden of St. John's Episcopal Church, West Hartford.*



MOLDS for these novelty plastic items were made by ABA Tool and Die Company, Inc. at its Manchester plant.

## Eleven Years of Growth at ABA Tool and Die Company

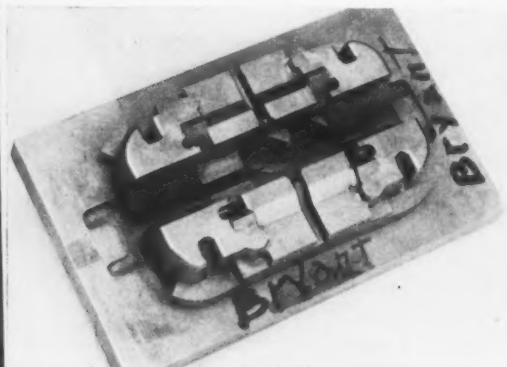
By LEONARD ZEIDENBERG

**B**ACK in the war year of 1944, when defense plants were going at full tilt and industrial space was at a premium, two Manchester brothers and a Swiss colleague were working in the Howell Cheney Technical School in Manchester, man-

ufacturing a bricketting die for the Prophylactic Brush Co. of Florence, Mass.

The brothers were Clarence and Helmar Anderson. Their Swiss co-worker was Edwin R. Bertsche. At various times in the past 25 years,

one of the three had worked with one or both of the others in shops around Connecticut. Now they had just formed a company of their own—The ABA Tool & Engineering Co.—and the bricketting die was their first order.



A FOUR TO ONE MASTER which produces cores in the mold for an intricate electrical part.



A PRECISION transfer molded part from a mold made by ABA. Note the intricate insert work.



MOLDS for this dinnerware and brush handles were produced by ABA for the makers of these products.



Having formed a company, their's was a company without a home. They had bought a plant, on Grandview St. in Manchester, but it was occupied by a firm which had leased it from the previous owner, and the lease still had three months to run. At that critical juncture, the administration of the technical school came to the aid of the three partners, giving them permission to use the school's equipment. It was here that the partners turned out their first orders—the bricketting die, and an intricate airplane-fan mold.

In the 11 years since the organization of the company, now called the ABA Tool & Die Co. since it's incorporation in 1947, the business has grown and prospered. It now occupies 9600 square feet of floor space in handsome new quarters built five years ago on Tolland Turnpike, a few minutes' drive from the Wilbur Cross Highway.

It employs 70 workers and provides life insurance, hospitalization and pension benefits fully paid by the company. It produces as many as 50 molds a year on a custom basis for customers all over the country, as well as precision parts for the aircraft industry.

Of the company's floor space, 7200 square feet is used for manufacturing. The tool-making machinery covering the floor and the men working at benches along window-lined walls, make the nights spent using Cheney Tech equipment seem a long time ago. Because of the nature of their work, it was necessary to install a heat-treating room where six furnaces are kept busy heat treating the products of other firms as well as ABA's.

One of the original partners, Edwin Bertsche, died last summer. Until his death, he had been Vice-President. The Anderson brothers still head the firm, Helmar as President and Clarence as Secretary-Treasurer. Although the firm has grown to the point where it employs two shop foremen, a general superintendent and a general manager, the brothers still assume some of the burden of solving the complex problems involved in designing and producing intricate molds.

The partners entered the mold-making business in the first place because they saw that the plastics industry was booming and realized that this boom was bound to create an increasing demand for ever more complex molds. Time has proved their forecast correct.

Plastics first came into popular use



**MOLDS, DIES** and other tools are born on the drafting board. ABA engineers are trained to think in terms of what can be done on their wide diversity of modern machine tools. Their services are available to ABA customers.

around the turn of the century. Their popularity grew in the twenties, as their lower cost, color appeal and versatility gained them favor. Today plastics go into the manufacture of countless items. Nevertheless, Helmar Anderson maintains plastics "are still in their infancy".

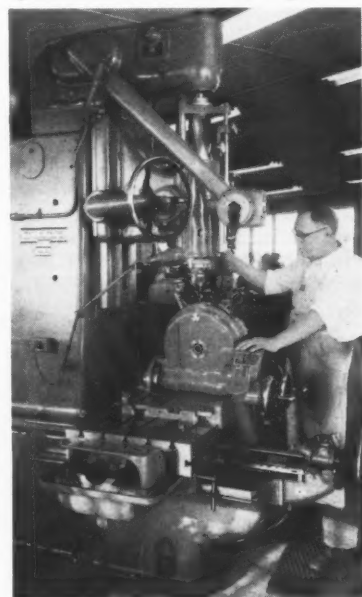
Plastics have long since replaced wood in the manufacture of many products and, as developments continue to increase their durability, they are beginning to outstrip steel in many others. In a display case in the foyer of the ABA plant are samples of the plastic products produced from the company's molds. Among these samples are toys, camera cases, radio cabinets, an intricate plaque for the Longine Wittnauer Watch Company, a Corpus Christie, dinnerware, and caps and cups for thermos bottles. On display are all sorts of electrical equipment, for which plastic is especially suited because of its non-conductivity.

The increasingly intricate designs required by the manufacturers of plastic items challenges the skill and creative ability of everyone in a mold-making shop, from the designers and management personnel on down to the man on the bench. Design and management have to figure out not only how a mold can be made, but how it can be made at a certain price—a consideration of importance in the highly competitive mold-making business.

The worker, even though he has a blueprint to work from, often is confronted with decisions that only he can make. As a result, ABA like other mold-making shops, is a skilled-labor operation. Its employees, working from

designs either drawn in the ABA plant or provided by a customer, turn metal blocks into molds that are used by other companies in the manufacture of plastic products or precision parts for the aircraft industry. It is no assembly-line operation. Few products are worked on by more than three men, and most of the employees can carry an operation through from steel block to precision-built tool or mold.

The Anderson brothers and Ed Bertsche had been preparing practically all their lives to run this type of operation. Helmar and Ed began their



**THIS MACHINE**, a Pratt & Whitney Jig Borer, as well as all others used by ABA, operates in an air conditioned room to maintain full precision.





**A PARTIAL VIEW** of the milling machine section of ABA, equipped with high precision machines.

careers over 35 years ago as apprentice tool makers, Helmar in Hartford and Ed in his native Switzerland. Clarence started out as a graduate of the drafting department of the State Trade School in Manchester. Helmar and Ed entered the plastic mold-making field in the middle twenties, but Clarence, whose employment record since his graduation from trade school had been largely with insurance companies, was a comparative latecomer. He started his career in plastic mold design in 1941, when he went to work for the Parker Stamp Company in Hartford.

It was here that all three future owners of ABA, whose employment paths had crossed once or twice in the preceding 20 years, first worked for the same company at the same time. It was here that they decided to go into business for themselves. They had by this time accumulated a considerable numbers of years' experience in mold-making, both on the bench and in design work, and they foresaw a tremendous future for plastics. Given those facts, they were not long in arriving at the conclusion that they would do better as their own bosses.

However, the problems involved in getting a tool-making business started in a war year proved to be great. There were government restrictions on the equipment they needed for their plant, and there was a manpower shortage. But with orders coming in, they managed to improvise. One of their most important purchases in those years was a second-hand hobbing press, a tool vital to their type of business since it is used to hob cavities for molds. To make up for the manpower shortage, the partners worked 12-hour days, and

when help was available for part-time work, the plant operated 16 hours, with the employees working a four-hour shift. ABA was in business a year before it started putting on full-time help.

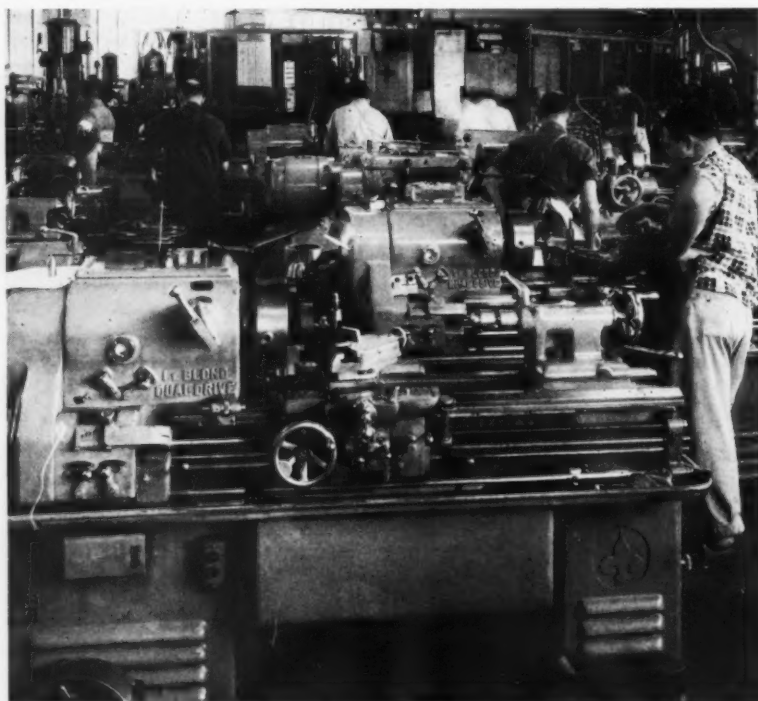
Then the pressure started to ease. Shortly before the end of 1944, government restrictions on equipment were lifted, and ABA was able to purchase what it needed. With the end of

the war, the lid came off entirely, and the company began to expand to meet the growing need for its products. By 1950, it was feeling cramped on Grandview Street and began searching for a larger plant. Unable to locate a suitable plant it was decided to build one on Tolland Turnpike.

When they bought their land (the plant is located on about four acres on the north side of the road and the company owns another 30 on the south side) the partners found they had purchased as well a piece of Manchester history. Along with the property, the company received two deeds which had been involved in an early transfer of a large section of land of which the ABA purchase was only a part.

One of the deeds dates back to 1796, the other to 1801. The earlier deed conveyed about 200 acres from one Timothy Anderson of East Hartford to Luther Gilman for one pound 10 shillings. The other conveyed another acre to Gilman, this parcel coming from an Isaac Maston of East Windsor, who was paid \$8.00. Over the years, the large Gilman tract was sold off in sections, with the last one going to ABA. The older deed is tattered now, but the

*(Continued on page 39)*



**HIGH PRECISION** lathes of many famous makes are shown in this view of the company's lathe section.



EXTERIOR view of The Sibley Co., showing modern one-story building with unusually fine natural lighting afforded by ten foot casement windows around entire plant.

# The Sibley Company Story

CONNECTICUT industry, long known for its alertness to new ideas which contribute to our comfort, well being and security, can rightly be proud of its fast growing group of printed circuit manufacturers. Starting with costly and unreliable methods and materials, these circuit manufacturers, through research and development, are now furnishing production quantities of "pre-fabricated" electronic circuit assemblies to an increasing number of the country's manufacturers.

One of this group that has been instrumental in the development and promotion of printed circuits is The Sibley Co., located on Bridge St. in Haddam. Its offices, engineering, assembly and plating departments are located in a modern well-lighted one-story building, with a fabrication department located in a separate building in order that more effective control of dust and contamination may be achieved where critical processes are being conducted.

Originally established as manufacturers of builders' hardware and technical platers in Canada in 1912 by Mr. E. J. Sibley, the business was moved to Long Island in 1917. In 1945, Mr. J. R. Sibley, son of the founder, moved the business to Haddam. Because of an expanding market in the plating of precious metals, the hardware division was sold in 1953 which allowed fuller concentration on the newer problems of plating techniques.

Throughout the Korean War and more recent National Security Program, the Sibley Company's technical plating facilities of silver, nickel, copper, rhodium, gold, palladium, and alloys have served many of New England's manufacturers and laboratories

who make up the "Arsenal of Democracy". Valuable processes have been developed by the company for alloy and thickness plating to meet special requirements of electrical conductivity of parts in critical assemblies, or for corrosion control of close fitting assemblies.

In the last few years the manufacture of electronic equipment with complex wiring systems has created a

demand for some method of making reliable low cost circuits without the maze of wires and chance of malfunction through inept assembly. Coupled with this demand is the advent of transistors and midget batteries which have made bulky assemblies no longer necessary. At the beginning of World War II, the Armed Forces were quick to recognize the need and to pioneer the development of minituri-

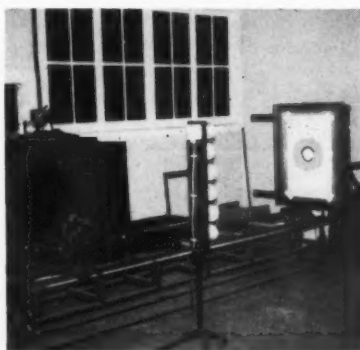


PLATE CAMERA used in reduction process of commutator design to ensure accuracy in miniaturization of finished disc.



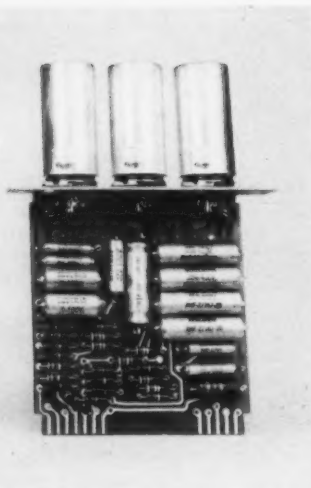
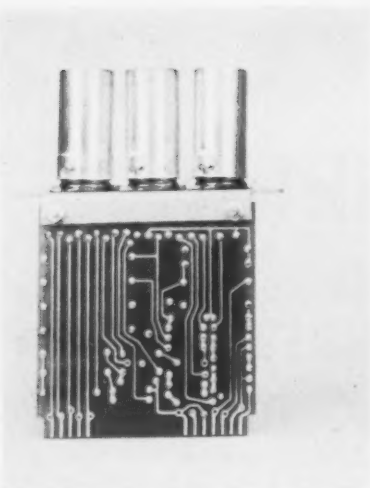
CIRCUIT panels are fabricated to customer requirements in this well-lighted working area of Sibley plant.



VACUUM FRAME is prepared for transfer of wiring design to photo-sensitive laminate under high intensity arc-light.



OPERATOR drills the center hole of commutator disc on sensitive drill press to ensure concentricity.



**TYPICAL EXAMPLE** of "pre-fabricated" wiring circuit, showing components neatly installed. Entire unit plugs into receptacle for easy field maintenance. The panel was designed and manufactured for Hamilton Standard Division, United Aircraft Corporation.

zation and reliability of electronic devices through "printed" circuitry. Essentially such circuitry is a condensing of size of electronic assemblies, a mechanization of electronic wiring, and a reduction of the wiring to two dimensions. The first practical production of printed circuits was in the dark days of World War II, with the appearance of the miniature radio proximity fuse for the trench mortar shell. Other applications soon followed in triggering mechanisms and communication equipment.

In 1947, under the sponsorship of the Aeronautical Board and technical direction of the National Bureau of Standards, a symposium on printed circuits was held to acquaint indus-

try with developments in this field in the expectation that American industry could and would develop further one of the most fascinating new ideas of mass-production of electronic devices in many years. Techniques that the Military had developed during the war were declassified and made available to industry for the advancement of the electronic art. In anticipation of modern warfare, manpower and critical materials are two very essential ingredients. Whereas strategic materials can be stockpiled, man-power in terms of mass-production capabilities cannot be stockpiled. The fact that the production of printed circuits is a machine process is therefor of primary military importance and concern.

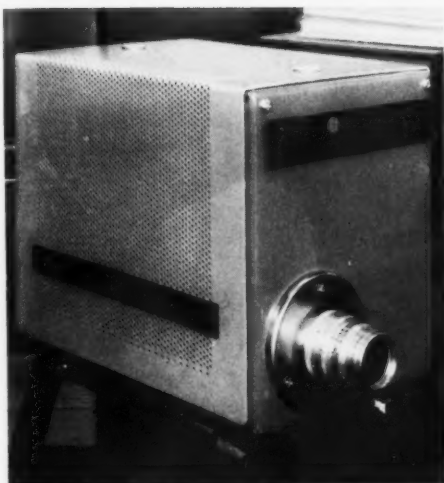
As a natural adjunct to its field of specialized plating, the Sibley Co. began, in 1951, experimental work to develop methods for combining metal plating conductivity with plastic laminates for the production of rotors, slip-rings, and commutator discs for use in radar and high-speed computer mechanisms and for automation programs in allied fields which required coded signals. Similarly, experimental work was conducted on tubular as well as panel circuiting.

Because of the severe limitations in potential capacity, the earlier methods of printing from plates or silk screens onto an insulating material using a conductive ink or paint to carry a weak current have been pretty well abandoned. Newer methods, as used by the Sibley Co., evolved through the production of resin and epoxy laminate sheets coated with a thin copper layer. One such method using these coated sheets produces the pattern through conventional lithography procedures; i.e. light-sensitizing and exposure to negatives. With the pattern thus created on the copper, it is plated for additional conductivity or wear resistance, and all copper out of pattern is etched off leaving the bare insulating laminate. Other methods used by the Sibley Co. for producing the diagram include silk screening and litho-press printing—the use of any method being determined by tolerances and production requirements. After the circuit has been etched, transistors, condensers, eyelets, or terminal lugs are soldered directly onto the circuit, and the complete assembly is ready for in-

*(Continued on page 50)*



**AFTER PLATING** commutator segments are flushed into insulating laminate under high temperature and pressure in this hydraulic press (left). In the center photo Philip Geffken, development engineer, is shown inspecting prototype wiring circuits for pattern accuracy and performance before release to production. At the right small radar parts are shown being racked for gold plating. The company was chosen to precision-plate many of the parts presently installed in our early warning radar network in Canada.



INDUSTRIAL TV receiver or monitor (right) using picture tube similar to those in standard TV receivers. Many applications can use commercial TV receivers. The industrial TV camera shown below is seven inches high and five and three-quarters inches wide by nine inches deep and weighs ten pounds.



# The Tail That Will One Day Wag the Dog

By QUENTIN Q. QUINN, *Industrial Power Engineer*  
Western Division, Connecticut Light & Power Co., Waterbury

**Editor's Note:** The author of this article telling of the expanding uses of industrial TV is a member of Industrial Power Applications Committee and Executive Committee of the Connecticut Section of American Institute of Electrical Engineers and the Institute of Radio Engineers and the Illuminating Engineering Society. He is also Secretary-Treasurer of the Western New England Chapter, International Association of Electrical Inspectors and Vice-president of the Industrial Management Club of Waterbury.

**I**NDUSTRIAL television, a rapidly growing newcomer, has already started to keep check on remote boiler water gauges, view the interiors of furnaces in operation, watch smoke stacks, observe billet casting, check slab positioning, supervise production-line conveyors and act as guard over plant fence lines. Proposals for new uses appear every day. Connecticut manufacturers, quick to recognize a

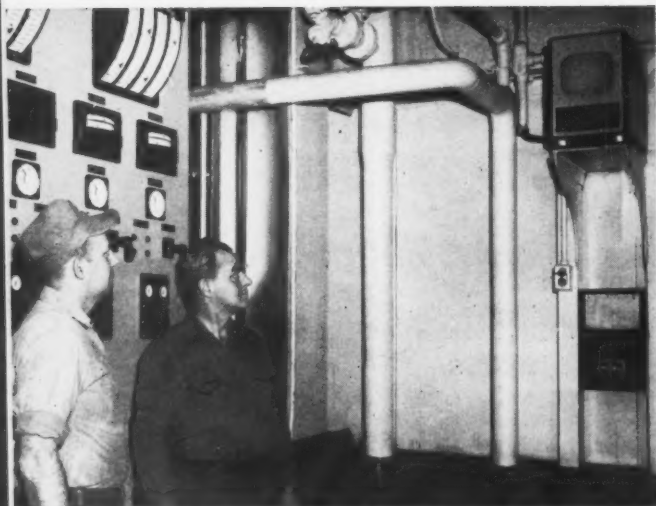
new tool, have already begun to make installations and evaluate the possibilities that TV may have for future savings and increased production in their plants. A small appendage to a huge and expanding business, in-plant television, has its most imaginative sponsors not in the equipment suppliers, but in the engineering offices of industry.

In the trend toward automation, the

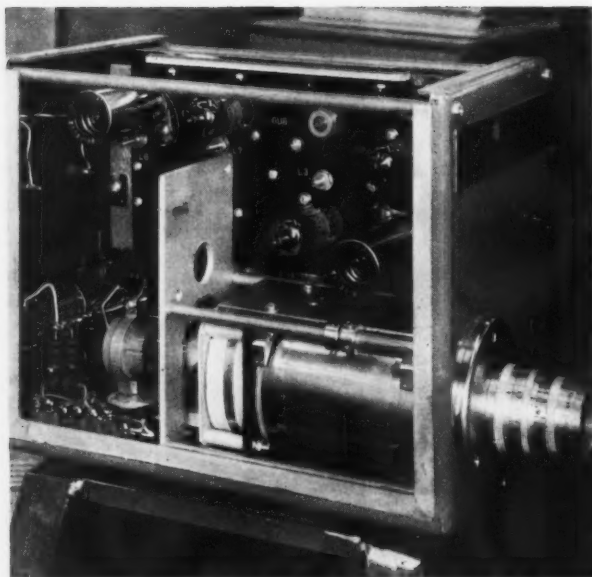


Q. Q. QUINN





**MEN IN CHARGE** of boiler operation at the Connecticut Light & Power Co. watch the flame inside the furnace by means of a TV monitor which shows the picture transmitted by a camera near the top of the 147 foot high boiler.



**INTERNAL view** of industrial TV camera showing simple and compact design of the unit.

metalworking field seems to be a promising potential TV user. Seeing-at-a-distance, has advantage and importance in foundry and rolling mill operation, while the inspection of vital manufacturing steps from metal pouring to final product can save thousands of dollars a year.

### Uses

The American Brass Company has considered its use to enable the operator to watch the distant end of a rolling mill from the control desk.

The Hawkrigge Steel Co. of Waterbury has a plan to install a TV camera on the crane in its new warehouse. The crane with its automatic stacker will be operated by remote control from a desk at one end of the plant, speeding up delivery of material and saving the time of the operator.

A unique proposal made by the supplier, Harry of Waterbury, for this installation was the use of a standard TV antenna rotator to swing the camera in the arc necessary for pinpointing the observation.

From his desk the operator will send the crane to the proper aisle and bay which he will identify on his screen by number or letter. Sending the crane into the aisle, he will pick out the material required by shifting his camera to find it.

At the United States Rubber Company, Footwear Division in Naugatuck, engineers are evaluating TV use on the conveyor lines in their new

warehouse. Here several cameras may be used at strategic points to watch for material pile-up or deficiency. Stock movement would be facilitated and more efficient use of the conveyor system would be secured by improved supervision.

In the chemical field, observations hazardous or difficult for workers are readily made by TV. The engineers of the Synthetic Rubber Division of the United States Rubber Company in Naugatuck have laid out a proposed TV installation to watch the mixtures in their synthetic reactors. The appearance and motion of the process are much better indicators than the usual measurements by instruments.

Readings transmitted directly to recording or control points eliminating intermediate messengers or observers save time and money. The New Haven Railroad has a TV installation to transmit the numbers of railroad cars directly to their office.

Observations of the inside of a furnace while in operation result in more efficient fuel burning. The Connecticut Light & Power Company has a TV camera mounted on top of a 147' high boiler at the Montville steam plant watching conditions in the combustion chamber through a 3" diameter window. The monitor or receiver is located near the boiler control panel where all the other heat regulating equipment is mounted. This allows the CL&P operator in charge of the boiler to have a clear continuous view of the

manner in which the fuel is burning, and is particularly valuable during the start-up period.

Some power plant operators provide a camera for viewing the water level gauge high up near the roof of the power plant.

For efficient operation and smoke reduction, the Commonwealth Edison Company uses a TV installation to allow the boiler operators inside the plant to see the tops of the smokestacks outside. While improving public relations with the community, this installation also provides quick correction of improper operating conditions and a dramatic means for training operators.

The advantages of TV for dangerous tests are obvious and proposed uses for hazardous checking of munitions and aircraft are numerous. Operation of equipment for handling radioactive materials will require TV cameras for safety and convenience as is now done at Argonne Laboratories.

For testing and quality control, the receiver tube can be supplied with a signal to produce on the receiver screen a certain pattern instead of a picture. The supervisor or plant operator then need only watch for the expected trace on the screen or a deviation from it to determine the need for any corrective action. Practically any quantity which can be converted into an electrical impulse can be viewed in this manner.

Improvements in camera and picture tubes which have made possible, op-



eration without high light intensities are expected to result in an ever widening field of application. Some suppliers claim satisfactory results under levels of room lighting as low as 10-15 foot-candles.

### Equipment Costs

While estimates of cost as low as \$1,500 have been made for the simplest type of installation (one camera and one receiver), the usual quotation is around the \$2,000 to \$2,500 mark. Camera costs running from \$1,000 to \$2,300 usually include the necessary power supply and output equipment to operate one or more receivers.

Camera dimensions are not large though they vary with individual manufacturers. Dumont's "Tel-eye", for example, is 4 $\frac{3}{8}$  inches wide by 14 inches long by 9 $\frac{3}{8}$  inches high, while Diamond Power Specialty Company's "Utilvue" camera measures 7 $\frac{1}{4}$  inches, by 10 inches by 21 inches, and the "Blonder-Tongue pickup", 8 inches by 4 $\frac{1}{2}$  inches by 3 inches. The smaller units use an external control monitor included in the camera price which can be mounted as far as 500 feet from the camera, while the larger have the advantage of a complete device in one enclosure.

Most manufacturers furnish monitors for viewing but, in addition, design their equipment to provide a signal for any of the VHF bands. In Connecticut, channel #6 is usually selected. This arrangement makes possible the reception of camera signals on any standard TV receiver without any change in it.

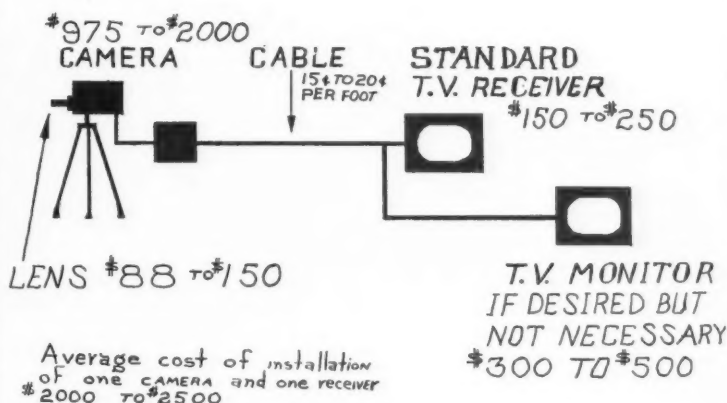
Transmission from camera to receiver is by coaxial cable. No external radiation is used. This design eliminates troubles with outside interference disturbing the picture and requires no FCC licensing.

The distance from camera to receiver can be 4,000 feet to 5,000 feet, or more, before reamplification is required. Greater distances can be secured by the use of additional amplifying means.

While the most common industrial use is of the "closed-circuit" type with no external radiation, it is usually referred to as in-Plant TV to distinguish it from the so-called "hotel" type of closed-circuit TV, another fast growing industry, now used primarily for cross-country selling and demonstrating to select audiences such as manufacturers' dealers and representatives.

Industrial TV is not strictly limited to the closed-circuit type however. The

## SIMPLEST FORM OF INDUSTRIAL T.V.



Hamilton Standard Propellor Co. has under test a proposed micro-wave TV link between their offices at Broad Brook and Bradley. It will be used to transmit to Bradley pictures of their micro-films stored at Broad Brook and to allow conferences between officials in both plants.

### Accessories

While many potential uses for the installation using one camera and one receiver are apparent, individual problems often require more elaborate equipment. To fill these needs, suppliers are prepared to furnish such items as lenses, lens turrets, camera dollies, pan and tilt heads, weather enclosures and cooling apparatus as well as remote control and switching devices to accommodate more than one camera or more than one receiver. Sound can be added and even a color camera is on the market at around \$11,000.

Sometimes a single camera can be used with a lens turret and various types of lenses to secure the same results as several cameras with individual lenses. In like manner a pan and tilt device can be used to allow one camera to view a wide area.

Costs, of course, increase with the required complexity—a typical three-camera installation with monitor and spare "Vidicon" camera tube has been estimated at around \$8,000.

One manufacturer, Dage Television, has come out with a packaged unit for about \$3,550 which includes a multi-lens camera on a caster-tripod, with remote control for pan and tilt positions from a remote monitor-con-

sole. Such a combination would have sufficient versatility for varied testing and observational uses.

### Operation

Operation of the equipment requires no special skills. After preliminary adjustments are completed, most makers claim that no further changes need be made, cameras even automatically compensating for changes in light intensity.

### Cost of Operation

Maintenance of the equipment consists mainly of cleaning the lense and camera tube surfaces and these requirements, of course, vary greatly depending on conditions under which the devices operate. Dust accumulation on the rest of the equipment, while it should be removed, can often be neglected with no serious results.

Usual recommendations say that the auxiliary tubes should be replaced every six months on a definite schedule. Cost of this replacement is usually under \$50. The monitor or receiver picture tube is expected to last about one-year and has a replacement cost of under \$35.

The most expensive replacement is the camera tube. One type, the Image Dissector, costs about \$1,200 and has a life expectancy of about six years, while the Vidicon costing about \$350 has a much shorter life. Cost of total tube replacement should be between \$250 and \$300 on a yearly basis, assuming almost continuous operation.

For a typical, one-camera, one-re-

(Continued on page 54)



AN IDEA comes true as GE Wire and Cable Department Manager F. B. Ilsley, left, "Operation Survey" specialist Livingston Van De Water, center, and Philip Noel, who as a Wire and Cable die foreman held top honors in accepted-idea totals, go over rough of a cost-cutting new manufacturing procedure.

## "Operation Survey" Pays Off At General Electric

**I**S THIS operation necessary? . . . Could it be combined with another? . . . Can equipment be redesigned to simplify things?

Getting the right answers to these questions from the people closest to the job—the foremen—is paying off in increased manufacturing performance, greater efficiency and reduced costs through "Operation Survey," a continuing program of idea solicitation from foremen at General Electric's Wire and Cable department in Bridgeport.

A regular feature at GE Bridgeport since late 1953, "Operation Survey" saved \$35,000 in materials handling alone in 1954 and over \$200,000 in all operations at GE Wire and Cable in 1955.

Here's how it works. A special ques-

tionnaire form was developed to get foremen to study their operations at periodic intervals. The sheets are numbered and sent to each foreman every two weeks.

It is part of the foreman's job to check each of the 24 questions on the "Operation Survey" sheet and to return it with his recommendations. And how he uses the form determines to a large extent his performance as a foreman.

Each foreman is credited in a running tally with actual dollars saved through his recommendations and is given a proportional award in points. And to those points are added more as reward for surveys involving intangible but vital savings like plant safety, and surplus equipment.

The incentive is provided by a report, issued every month showing each

foreman's standing in the idea pool and copies of the reports are sent to higher management responsible for recognition of outstanding performance, so that the ideas foremen submit earn a kind of interest for them.

Here's a case history of one of the earliest payoffs in GE's "Operation Survey" program:

David B. Simmons, general foreman of receiving and warehousing for Wire and Cable, was making his rounds with questionnaire in hand.

He noticed the familiar operation of sacks being loaded from pallets to trucks in a driveway, then hauled by fork truck to an inside elevator, lifted by attended elevator to the second floor. That way, each operation necessitated the elevator hauling two pallets and a fork truck each trip.

Thought Simmons, "There must be a better way."

And there was. Why not an automatic elevator with a bigger load capacity plus a truck unloading dock near the elevator? So he worked out the idea with William J. Owens, manufacturing engineer and before long there was a scale model.

Next step for Simmons was to make a preliminary check of his idea with Livingston Van De Water, "Operation Survey," specialist. Following that, a meeting with the cost-reduction task force, which gave the green light for the project.

From then on, cost reduction task force followed up Simmons' "baby" to its realization. Completed, the idea went to Department General Manager B. F. Ilsley for final approval.

"Operation Survey" specialist Van De Water has received numerous queries from firms from Connecticut to Canada since "Operation Survey" started in 1953.

And he's been faithfully answering all the letters and sending along a copy of the 24-question "Operation Survey" form. (See survey form page 76)

He points out that the form used at GE Bridgeport is geared for wire and cable manufacture but that the form is basic and that questions can be adapted to fit conditions in other lines.

As Van De Water puts it, "It's a wonderful way to make idea men out of foremen, for everyone's benefit."

Agrees Wire and Cable General Manager Ilsley, "the savings record and dividends in ideas have certainly proved Operation Survey's worth."

(Continued on page 76)

# My Impressions of The White House Conference on Education

By **ROLAND M. BIXLER**, *President*

**J-B-T Instruments, Inc., New Haven**

AS ONE of the 19 delegates from Connecticut to the White House Conference on Education, I brought home (1) a sense of real participation, (2) wider horizons, (3) considerable new information, (4) the feeling that every line of the final report packs more meaning than is seen at first glance, (5) the impression that Connecticut is doing relatively well for its public elementary and secondary schools, and (6) the firm belief that the major needs which are ahead in education will have to be met head-on by the locality and the state, regardless of whether or not there is Federal financial aid.

Never before have I participated in a national gathering of 1600 delegates plus hundreds of observers where I felt that my ideas and questions were heard, examined, and recorded on every major item of the agenda. The group dynamics technique of the Conference doubtless is familiar to all educators, but to show how it worked in Washington let's look at the make-up of Table 9, to which I was assigned. Before coming, each delegate filed information about himself. An IBM device arranged us into 165 table groupings of 10 or 11 people, based on sex, geography, occupation, previous conference experience, and professional or lay interest in education.

Table 9 was graced by three women, a rural newspaper editor from New Jersey, an active PTA official from Alabama, and a school department head from Puerto Rico. The eight men were an Illinois attorney; the liberal arts dean of a university in the District of Columbia; the superintendent of schools in Duluth, Minn., a former teacher now in charge of the Maine Education Association; the secretary of the New York State CIO; a recent college graduate representing an association to encourage student government; a county superintendent of



**ROLAND M. BIXLER**

schools of South Carolina; and myself as a manufacturer of instruments and electronic components (also Chairman of the Board at New Haven College).

Our table was not a perfect cross-section of the conference, for we had no Negro, and we somewhat exceeded the general ratio of 1/3 professional educators to 2/3 lay persons. But we were indeed typical as to (1) diversity of viewpoint, (2) previous knowledge of educational conferences at home, and (3) prior study of stacks of homework both from the conference office and many specialized groups interested in such subjects as gifted children, retarded children, physical education, civil defense shelters in new schools, discipline, taxes, and teacher training.

I marveled many times at how much Table 9 could agree on, how we could file minority opinions with mutual respect, and at how well the democratic process worked. Significantly, every other table I heard anyone discuss was claimed to be outstanding for its people of good will and its intelligent consideration. Had this been a resolu-

tion-passing, knock-'em-down, pressure-politics kind of conference, the results would have been far different.

To complete the description of the work at Table 9, we first met in the main meeting to hear a rather comprehensive report on each major subject from the chairman of its national subcommittee, which worked under the national chairman, Neil McElroy, President of Procter & Gamble, and the national vice-chairman, Connecticut's own Dr. Finis E. Engleman. Then each of the 165 tables met for several hours to discuss and record its conclusions on that subject. Every table selected one of its members as chairman, and another as secretary for that particular topic.

All agreements and requested minority opinions were read to the group before the chairman took them to Step B, where the 165 chairmen met at 16 tables of 10 each. There, he could report only what was recorded, but could and did help consolidate the findings with those of the other tables represented. Each table at this Step B then selected a chairman who went on to Step C, made up of two tables of 8. After several more hours, this resulted in Step D where two chairmen consolidated the reports and presented it to the entire conference the next day.

Copies of those 6 preliminary reports were available by the end of the conference and have been widely circulated. However, before Mr. McElroy's committee issues its final report to President Eisenhower, as the sponsor of the conference, the staff will have examined all 165 first-level reports on each of the six subjects dealing with the purposes of public education, school organization, buildings, teachers, finances, and public support of education. A number of good ideas which did not make the preliminary reports undoubtedly will be discovered.

Some wit said that this was the greatest convention of distillers on record. If so, a lot of the flavor came on through. For instance, on the subject of "What Should our Schools Accomplish?", the overall report set up as one of 14 goals "The fundamental skills of communication—reading, writing, spelling, as well as other elements of effective oral and written expression; the arithmetical and mathematical skills, including problem solving. While schools are doing the best job in their history in teaching these skills, continuous improvement is desirable and necessary." That is a distillation of what Table 9 said, a good deal of it in the same language, after going through 4 stages of consolidation. The last few words of the quotation mean to me, as one who believes the educators' tests showing that more students are doing the best ever on the three R's and on problem-solving, that those students still are not doing well enough for many of today's complex requirements. Ask almost any employer for verification. Time does not permit more examples, but this White House Report is full of meaning and deserves study for years to come.

The wider horizons referred to previously, of course vary with each participant. I was astonished to learn that there are 250,000 children in Puerto Rico who have neither school buildings nor teachers. The action of Wyoming, one of the less-wealthy states, in making a self-study of its educational needs and adopting a courageous new program by unanimous vote of the state legislature, was an eye opener. I am sure that many people understood the problems involved in desegregated schools in the South as they never have before. The possibilities of the Teachers Aid in the Bay City, Michigan, experiment, as a means of having the teachers spend more time in actual teaching, made quite an impression. The action of Los Angeles in giving up the Federal subsidy for hot lunch program because of too much red tape and regulation came as a surprise to many who feel that Federal aid can be granted without Federal regulation. One of the major purposes of the conference, which the press often ignored in trying to report Federal aid as the principal subject, was the exchange of information and viewpoints. The results on that objective alone would have justified the entire conference.

The new information obtained by each participant of course depended

upon the point from which he started. I was surprised to learn that 12.5% of all school-age children are enrolled in *non-public schools* the country over, but in Connecticut this is 19.7%. Likewise, it was new information that 41% of public school revenues in the United States came from the states, while in Connecticut state aid accounted for 8% in 1929, and by 1953-54 was up to 27%, but is still well below the national average. Among the information which I was able to contribute was the experience of Business-Industry-Education Day when the teachers visit business and industry and the important converse, Education-Industry-Business Day, when people from the companies visit the schools and the faculty. Also, information about the Tilt-up construction of the new Amity Regional Junior-Senior High School in Woodbridge, which has many evidences of careful planning, and cost considerably less than other new high schools in the state, created considerable interest.

How does it appear that Connecticut is doing on public education? A great many statistics could be quoted, and there is no denying that our state has problems now and will have many more with the continuing wave of new population and the foreseeable shortage of adequate classrooms and qualified teachers. However, my impression is that the state as a whole has been recognizing the problems earlier than many other localities. For example, in 1955, out of 383,783 pupils enrolled in Connecticut, about 6% were in classes exceeding the normal capacity of the accessible publicly-owned school plant, but there are 1,236 new instruction rooms scheduled to be completed during the year 1955-56.

Although regional schools in this state are coming slowly, we are far ahead of 8 mid-western states, for example, which have 21,566 one-teacher schools and 5,856 districts with no schools. Comparisons are always relative, but as a parent I returned from Washington with the opinion that the educational opportunities for our children in Connecticut exceed, and if we maintain the momentum, will continue to exceed those in many other parts of the United States.

The thorny problems of the cost of education deserve an article by themselves. Currently the Federal government is paying about 3% of the cost through hot-lunch programs, land grants, Smith - Hughes vocational grants, and similar expenditures in-

cluding direct aid to Federally-impacted areas, but most of these are corollaries to other problems, such as disposal of farm surplus, rather than deliberate aid to education. For ten years, there have been various proposals before Congress to supply Federal aid either to all states or to those least able to pay the costs, especially of new construction. Several people have asked why the White House Conference favored some Federal aid where need can be demonstrated for construction of school buildings by a vote of about 2-1, since this was not a resolution-passing conference. At Table 9, the majority, of which I was a part, voted 6-4 against Federal aid in further form. Other tables also recorded their minority and majority votes so that, unexpectedly, a rough total became possible.

The most appealing argument for increased Federal aid is that the Nation as a whole needs all its children given a minimum educational opportunity, and if this is not possible through local and state resources, the rest of the Nation should help. The principal arguments against more Federal aid are: (1) No state has fully demonstrated need. For example, South Carolina is 46th in rank as to state income, but is coming up rapidly, and the superintendent at our table said that their new state building program made it unnecessary for Federal assistance; (2) Every time Connecticut sends \$3.00 to Washington, there is a natural shrink of handling plus distribution elsewhere so that we get back about \$1.67, whereas we could be spending the entire \$3.00 to excellent advantage on education in Connecticut. (3) No one wants Federal control of education, but good government requires some accounting and some standards. These standards might become so rigid that we would lose the local initiative and control which has been so important in bringing American education to its present level; (4) Many states are trying to lure away tax-paying industries from other states by offering virtually no local property taxes at the new site. Is it proper that states losing this tax base should be expected to supply Federal money for the new localities which are not willing to tax themselves?

What, if any, Federal aid finally is voted depends upon many factors including desegregation and possible assistance for non-public school pupils,

(Continued on page 40)



# Pre-Determining The Market Acceptance of New Products

By A. D. CRONK, *Promotion Manager*  
The Patent Button Company, Waterbury

This is the second of a series of brief articles on marketing being contributed by members of the Connecticut Chapter American Marketing Association.

**Y**OU and your associates may have dozens of ideas for new products but they won't be worth anything until you screen them out and put the best of them on the market. When you are collecting ideas it is good to be uncritical and keep them flowing freely. When the screening or evaluating process starts however, you must be very hard-headed and logical. Very often an idea appears excellent on the surface and, if improperly evaluated, costs the company many thousands of dollars before the new product runs into the rough realities of production or distribution.

Some manufacturers, large or small, tend to put too much stress on production factors when evaluating ideas for new products, leaving the marketing or distribution factors more or less to chance. Others tend to overemphasize the sales factors—only to find that they have given their production people an impossible or unprofitable task. A good way to make sure that all factors are considered when you are evaluating new product ideas is to use a check list.

No one knows as much about your own manufacturing and sales problems as you do and you are the best person to make a practical check list for your particular situation. Such a list must view the proposed new product from many aspects such as engineering, manufacturing and sales. You will save time and avoid endless discussion of petty details if you hold to basic and general questions at first. If the idea passes most of these to your satisfaction, then you can proceed to the specific details which you consider important before you spend money for models and samples.

Here are some basic questions that we think should be asked when you are evaluating new product ideas. There



A. D. CRONK

are five questions in each group and the answer to at least three in each group should be "yes" if the new product is to have a reasonable chance of success.

From the engineering point of view:

1. Can we describe the proposed product with reference to function, size, strength and appearance?
2. Do raw materials and finishes for such a product exist?
3. Do we have, or know of, techniques for making such a product?
4. Are drawings, specifications and quality control data for products of this type available?
5. Can we tell approximately how long it will take to design a sample or working model of such a product?

From the manufacturing point of view:

1. Would our geographic location make us competitive with regard to raw material and labor costs?
2. Have we had experience in all the basic operations involved in making such a product?
3. Do we have adequate equipment and plant space?
4. Can we tell what the inventory and service problems would be if we made such a product?
5. Can we tell how long it would take us to get into production?

From the sales point of view:

1. Can we identify a definite market for such a product with respect to size, type and geographic location?
2. Does our location make us competitive with regard to distribution of such a product?
3. Does the proposed product have unique features that potential customers would recognize readily?
4. Do we know or can we find out how much potential customers would pay for such a product and how many different styles and sizes they would expect us to provide?
5. Are our salesmen or distributors familiar with the customers who might buy such a product?

From the financial and legal point of view:

1. Can we make reasonably accurate estimates of development and production costs?
2. Are we financially able to develop and introduce the product?
3. Could we make and sell the product at a profit?
4. We can find out the long range prospect for the product?
5. Can we find out if there are patent or similar restrictions on the production, sale or use of such a product?

(Continued on page 40)





VIEWING THE INTERESTING EXHIBITS at the conference are Elmer B. Foster, executive director, Connecticut River Watershed Council, Greenfield, Mass.; Sidney A. Edwards, managing director, Connecticut Development Commission, and C. W. Mayott, consultant, Hartford Electric Light Company.

## *Sixth Annual Conservation Conference Features Causes, Effects and Remedies of Floods*

**M**ORE than 300 members and guests of the Natural Resources Council of Connecticut heard panelists discuss the causes and effects of floods and remedies to minimize them during the sixth annual Conservation Conference held at Hotel Bond on December 1.

Dr. Paul Sears, head of the Conservation Department, Yale University, keynote speaker at the morning session, stressed the need for community, regional and state planning to minimize future flood damage, recommended lowering the level of public and private reservoirs when heavy rainfall threatens to produce flood conditions and scored men who tried to make a "fast buck" through opening housing developments in filled-in swampland and other lowlands known to be inundated by every flood.

Governor Ribicoff, featured luncheon speaker, after lauding the courageous spirit of flood victims he had talked with throughout the state, joined with Dr. Sears in emphasizing the need for local, state and regional planning to avoid or minimize the effects of future floods. Admitting that rebuilding

after the two recent floods would be high, he said he was "willing to take the political liability of looking the people in the eye and saying it should be done through taxes." Again shar-

ing Dr. Sears' views he criticized builders for constructing homes in low-lying areas known to be subject to floods during periods of above normal rainfall. In closing, he urged those attending the conference to work for proper flood control measures if they would avoid a repetition of future major flood catastrophes.

The morning panel, moderated by Paul V. Hayden, vice president of the Connecticut Light and Power Co., discussed the "Causes of Floods." Members of the panel were: Larry R. Mahar, meteorologist at the U. S. Weather Bureau in Windsor Locks; B. L. Bigwood, district engineer at Hartford for the Surface Water Branch, U. S. Geological Survey, and Tate Dalrymple, chief of the technical standards section for the Surface Water Branch.

Joseph Gill, Commissioner of Agriculture, acted as chairman of the first panel at the afternoon session dealing with "The Effects of Floods," with C. L. Eyanson, president of the Naugatuck Valley Industrial Council and John Dempsey, mayor of Putnam and executive assistant to Governor Ribicoff and W. B. Young, dean of the College of Agriculture, University of Connecticut, as panelists.

Participants in the final panel of the conference, devoted to the solution or remedies for floods, included: Herman J. Kroppel, New England division, Army Corps of Engineers; Joseph A. Ward, Connecticut Department of Agriculture; Roland B. Greeley, Massachusetts Institute of Technology, and

*(Continued on page 46)*



SEATED AT THE SPEAKERS TABLE, left to right, Dr. Paul B. Sears, head of the Conservation Department, Yale University and Dr. James G. Horsfall, director of the Connecticut Agricultural Experiment Station at New Haven, and chairman, Natural Resources Council of Connecticut. Paul V. Hayden, vice president of the Connecticut Light and Power Company and chairman of the public relations committee of the Natural Resources Council, is speaking.

# Creative Engineering

By EDWARD DOMBROSKI, Assistant Product Engineer  
Underwood Corporation, Bridgeport

The "thinking-up" process suggested in this brief article is not only applicable in the designing of new products but also in the solution of other management problems. In fact the unrestricted free play of the imagination can help to bring better solutions to most any type of problem in the plant, at home or in the community.

PICK up almost any newspaper nowadays and flick through to the business pages and classified section. Chances are you'll come across a raft of headlines that read something like this:

"Creative Engineering Seminar Held By Local Firm"

"Creative Engineering Course Offered By School"

"Let Our Creative Engineering Laboratory Help You"

These, and a host of similar ads and stories, are showing up more frequently in the papers and magazines. With all this fanfare, you would expect to find our colleges and universities offering degrees in Creative Engineering. This will probably happen before too long and it is hoped that when such formal recognition is given it will not stifle the present unrestrained concept of exploratory Creative Engineering.

The classification itself may sound pretentious and stuffy to some of us. To others, it suggests the very basis of an exciting new field of study. The primary difference between Creative Engineering and its allied technical pursuits is that it advocates the full use of all the imaginative powers in approaching engineering design problems.

The struggle to find a new way to do something—or to do without something—requires a trained mind. Some of the "oldtimers" will scoff at this, rightfully claiming that Creative Engineers do not have a monopoly on vision; that such ability is often the rule among persons with relatively little formal training. Their point is that anyone in the field can train himself to use his imagination more efficiently.



EDWARD DOMBROWSKI

If that's the case, why all the fuss? The increased attention being given to Creative Engineering probably resulted from the efforts of a certain professor who decided that the "cut and dried" approach generally favored by our educators was no longer sufficient to do an adequate job. He contended, among other things, that it was unfair to the employer, the employee and all others concerned to expect a newly graduated engineer to face challenging new situations practically without proper specialized training to do so.

Mindful of the unquestionable value of academic backgrounds, he nevertheless determined to overcome the staid academic approach with a flexible practical approach to the problem. His basic theme can be summed up in four

words: QUESTION — OBSERVE — ASSOCIATE — PREDICT.

A clear analysis of each problem must be made and the engineer depends increasingly on his imagination. As he diagnoses the situation, the Creative Engineer must begin searching for the solution.

## Creative Engineer Unafraid of Apparent Absurdities

The customary way is to pick a stock answer for the problem and proceed to adopt it. The Creative Engineer, however, would vary this approach by opening his mind to all possible solutions regardless of their apparent absurdity. By listing these solutions first and leaving the analysis until later, the Creative Engineer frees his mind to work on "hidden" thoughts or old bits of information which may be useless separately but may prove worthwhile when taken together.

When he has prepared his list, the Creative Engineer has set the stage for thorough analysis. Often what first seemed ridiculous paves the way for a new method of achieving something. As one of the ancient Greeks, Heraclitus, phrased it: "If you do not expect the unexpected, you will not find it."

Although this engineering tack lends itself ideally to the design of new products, there is little or no restriction in other areas. It can prove a most valuable tool in solving everyday engineering puzzles. At first, the effort to think of various answers to engineering problems takes time. However, once the mind becomes accustomed to being set free, the process takes less time and the results are more concrete and productive.

It becomes evident, therefore, that the Creative Engineer is not confined to a particular field. Rather, he makes use of a particular method of thinking to aid him in the problem which he faces at the moment.

# Selling America *Short*

By GERALD BARRADAS

**T**HOSE of us in our fifties remember when every intellectual field was open for discussion in the United States, when it was felt that any new idea for the betterment of business, of labor, of farming, of country was something to be welcomed, to be reasoned, to be challenged or to be supported. In this, as compared to other lands, Americans felt that they enjoyed something unique in civilized history. There were no taboo topics. Types of government, types of religion, types of economy, were all open subjects for comparison and for debate; and much self-satisfaction, good will and patriotism was sensed between Americans as these matters were discussed, because each American felt that there was opportunity in this country for individual and collective betterment by such discussion.

For some years now, Americans have not enjoyed this feeling. It is recognized in religious, political and economic affairs that we have two wings of view, and that if we do not take our places in either one or the other of these wings, as we touch upon the overall topic of our private capitalism as related to the national government, that we must be either communistic, nazi-fascistic or "visionary". Since the difference between the two wings is but that of quantitative treatment for the same qualitative view of the whole subject we thus find ourselves limited to that one qualitative view.

In this single qualitative approach to which we seem to be limited as a matter of patriotism, we must want either more or less of the following same thing. Because private capitalism is more or less unjust (depending upon stage of the cycle), as it does not provide adequate opportunities for participation by society, government should impose more or less restriction on and/or take away from that capitalism more or less to help those "less fortunate than ourselves". What should be seen before it is too late by Americans is that this one simple qualitative view of capitalistic difficulty, and for method of treatment, is the same in principle as that which is seen by both socialism and communism; and that



GERALD BARRADAS

these latter two are different from each other only in quantitative degree. These isms and apparently also our Rightism and Leftism feel quite simply that private capitalism is unjust at times and that we must take away from it quantitatively some of its structural makeup. This is like the view that if a human body is sick, we should cut away from that body at any healthy (profitable) place, so long as the body continues to be sick. Structurally, private capitalism consists of principles of economic justice for free individuals and these principles function interdependently. This economic organism lives and grows as its constitution of justice, by individual reward for efficient and novel economic productions, is encouraged by government. The whole organism can be charitable voluntarily; and the experience we have had with it should indicate that because of its virility and efficiency, the private capitalism organism has been capable of being more charitable than any other type of economic collectivity.

The organism of private capitalism can maintain itself as its makeup of justice is respected, and it can grow as requirements for new justice, because of development, are seen and applied. As long as it is felt that the view just stated is "visionary", "fantastic", "dangerous" or "rocking the boat", and that there can be no place

here for that kind of thought, we are selling America short.

The great difficulty today—affecting morality, affecting freedom, affecting democracy—is basically economic. Yet few among American authorities seem to give adequate recognition to this. It is true that our authorities—in government, in management, in labor, in farming—are hiring more and more economists (*Fortune Magazine*, December, 1955), but these trained men are being used: To forecast by projecting trends; to show when quantitative governmental correction is to the right or to the left of what should be optimum; to determine whether or not this or that type of competition is getting an "uneconomic" share of collectively produced wealth; to show how this lower or that higher amount of governmental charitable or restricted correction has made total national private business activity lesser or greater in some past time period.

Economists are not being consulted by American authority for theoretical explanations of overall capitalistic malbehavior and of suggested correction beyond the single view previously mentioned in this article. It should be conceivable that the United States has highly capable objective economists and that they are more versed in and have had more experience with the application of the theory of the private business system than the economists of any other country. It seems that the only reason why we do not trust our economic doctors with our problem is because we are afraid of what they may suggest. Yet, as before at such times in the progress of civilization, continuing maldevelopment makes it hard either way: Not to face the truth or to face the truth; not to strengthen our capitalism basically or to try to adjust it for the needs of its progress.

Besides the quantitative difference with single remedy by which economists are restricted, and by which they are made to appear as being subjective, there are the two fields (1) of national economics (cooperation), and (2) of business economics (competition). Economists know that these two fields cannot be opposed to each other



so as to further alone either democratic government or private capitalism. The welfare and security of each are interdependent with the other. Economic utility is a concept requiring constant determination in the field of cooperation. Also, economic utility is best derived as individuals are allowed ownership of their own creations; and such productions occur in the field of competition. It is economic for labor to be divided, for individual productions to be grouped, and for trade freely to be cleared through markets so as to distribute the utilities thus efficiently obtained. Individual competitive actions and collective cooperative groupings of such actions is as natural in the economic field for human progress, as actions for individual improvement combined with collective actions which follow the Golden Rule are natural in the overall civilization field.

It should be noted that we are prone today, depending upon how we earn our living, to take either Right or Left quantitative view, and to use emphasis of either national economics or business economics. As an example of this, this writer was called upon about six years ago by a national management association to participate with other local men in San Francisco in a discussion of the guaranteed annual wage. This writer was called upon first and he indicated opposition to the guaranteed annual wage by explanation of how every business for its own self-interest kept its payroll as straight-lined as it could so that as few people as possible were employed for periods shorter than a year, because the kind of work and the interest obtained paid off better by the longer term employee. Some twenty other men present followed, and all indicated how their particular companies recognized this, and that they held over types of their work, which could be held over, so that there would be labor needs for annual workers when their production demands were low. It should be noted in this example that this is the standard business economics approach for answering the question advanced. It should not be difficult to see why union groupings later took the affirmative position for the guaranteed annual wage because their view also emphasized business economics.

The right view would have correlated national economics with business economics on the guaranteed annual wage question, and it would have indicated that when the nation is not suf-

fering from lack of employment opportunity for its private capitalism, the annual wage guarantee is unimportant to the worker; but that when the nation is suffering from lack of employment opportunity, it is unjust and uneconomic for private management and for private labor groupings together to create new institutions which can still further restrict national employment opportunity for only those fortunate enough to fit in with yearly employment. Actually, no executive and no union leader wants to make conditions which monopolize production for particular people at times when there are inadequate national economic opportunities for production. However, this example is given to show that because of the possibility of being misunderstood, or because of the feeling that objective view may not be wanted, we have all found it necessary to be subjectively Left or subjectively Right and to emphasize either national economics or business economics so as to give "intellectual" support to our views.

Undoubtedly, this one qualitative view only with quantitative division has come about within the United States and within the Free World greatly because of Marx, Engel, Lenin, and others. The capitalistic-democratic world came to feel that any theoretical investigation of capitalism must be socialism or communism because the anti-capitalistic dogmas came in early and in foreign countries and fitted in with the oversimple revolution-by-violence attitudes. Socialism provided good stop-gap handling of depression, and it seemed a sensible way to appease the more extreme communism. However, it should be seen before it is too late that the guiding principle of both socialism and communism is to do just the opposite of what capitalism is constructed to do. Where capitalism aims to give to each individual in accordance with his production, socialism and communism take away from each individual in accordance with his production.

Socialism and communism are therefore capitalistic-democracy in retrogression. On this point, the writer is indebted to Mark M. Jones, Consulting Economist, Princeton, New Jersey, for his permission to use letter of November 12, 1955, which was received from him. The letter reads as follows:

"Your memorandum #12 of November 4, 1955, was very interesting.

"As I have observed the thinking and writing of recent years in this area, I have been impressed by a fallacy that seems common virtually to all of it. It is that Socialism, Communism, or any other shade of collectivism is or can be an alternative to Private Capitalism. There is no alternative to Private Capitalism if you posit a system of freedom.

"The economic side of this concept is that any form of collectivism is a lower order of economic pattern than Private Capitalism. The main difference is between a going concern and one in liquidation. Socialism and Communism in comparison with Private Capitalism simply represent different kinds of liquidation patterns and therefore are receiverships.

"Thus it can be said that if you don't keep Private Capitalism financially successful, it will cease to be a going concern. If that occurs, it will go into liquidation and become a receivership known as Socialism or Communism.

"Although it cannot be estimated with exactitude, the observations made seem to warrant the belief that there is more than three times the potential well-being for a population as a whole in successful Private Capitalism than there may be in what usually ensues under Socialism or Communism at their best."

When American capitalism is improved basically, it will be, as before, by making it still more capitalism than it is; by making each individual still more pay his costs for acquiring utility, by seeing that each individual still more acquires ownership of that utility which he creates. Aside from administration of justice for business, government can help private capitalism only by giving it more opportunity to operate. Capitalism cannot get permanent basic help by government redistributing that which it has distributed. With the unscientific emphasis of either business or national economics, one over the other, and with the subjective Right or Left positions taken by authority, there are bound to be economic false gods to be worshipped on the road backwards from the great advancement capitalistic-democracy has accomplished for civilization. Among the false gods, the following as lone ideals should be recognized: "high production norms", "high national employment norms", "high wage rates",

(Continued on page 62)

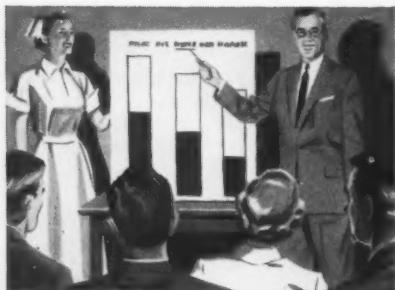
# LIBERTY MUTUAL

*The Company that stands by you*



## Trouble at home means trouble at work

THE employee who is worried and emotionally upset about troubles at home is a candidate for an accident. Likewise, if he's unhappy about his job, he's apt to be an unsafe worker. Liberty Mutual believes that one of the functions of an *in-plant medical and health program* is to help emotionally upset employees. An important part of Liberty's new medical program is the assistance available to policyholders for establishing proper *in-plant medical and health* procedure. This begins with hiring and placement and extends throughout employment. Liberty's conception of *in-plant medicine* is bigger than first aid — and does more to reduce compensation costs.



**YOUR IN-PLANT MEDICAL PROGRAM** is set up by a staff of specialists from Liberty who can help you select, train and advise your medical personnel. Liberty's medical and health program pays off in lower costs for compensation insurance.



**YOUR INSURANCE DOLLAR WILL GO FURTHER** if you fit each worker to his job. Liberty's proved technique of pre-placement and periodic exams helps to create more efficient workers, to prevent accidents and to reduce absenteeism.



**INSURANCE FOR:** AUTOMOBILE, LIABILITY, FIRE, WORKMEN'S COMPENSATION, ACCIDENT AND HEALTH, GROUP, INLAND MARINE, OCEAN MARINE, CRIME



# NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

**THE SECOND** Connecticut Materials Handling Exposition featuring the Fork Truck Rodeo, will be held at the New Haven Arena on March 28-29. A statewide materials handling efficiency show, it will include demonstrations of the newest materials handling equipment, methods and techniques designed to reduce operating costs.

Admission is free and tickets may be obtained from exhibitors, or through the Chambers of Commerce throughout the state, and the Connecticut Valley Materials Handling Society.

Among the exhibitors are: C. E. Reutter Corp., Industrial Trucks, Inc., Leeds Conveyor Mfg. Co., Northeast Cleaning Materials Co., The Alfred B. King Co., H. G. Davis, Inc., A. D. Bowman, Inc., Fiberwood Containers, Inc., Ford Trucks, Inc., R. M. Pease Associates, Market Forge Company, Tesco Corp., Hyster Company, Pallet Sales Corp., Griesing Company, Sonotone Corp., Kughler Development

Corp., Brodie Industrial Trucks, Suburban Propane Gas Co., Detecto Scales and Industrial Scale and Equipment Co.

★ ★ ★

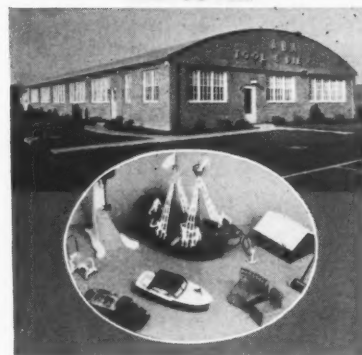
**ROBERT A. PRITZKER**, president of the Colson Corporation, of Elyria, Ohio, has also been named president of the Connecticut Telephone and Electric Corporation, Meriden. Both firms are wholly owned subsidiaries of Great American Industries, Inc. Mr. Pritzker succeeds Robert T. Dunlap as president of the Meriden plant. Mr. Dunlap remains as president of Great American Industries, with headquarters in New York.

A native of Chicago, Mr. Pritzker was educated at California and Illinois Institutes of Technology and Graduate School of the University of Illinois.

★ ★ ★

**ATTY. JOSEPH B. BURNS**, has been elected to the Board of Directors of the Fuller Brush Co., Hartford. Mr.

## THE COVER



**THIS MONTH'S** cover photo shows the plant of the ABA Tool and Die Company, Manchester, and an array of some of the novelty plastic items manufactured from molds produced by ABA.

Burns, who is counsel for the company, and one-time Counsel of MAC, attended the University of Connecticut, Yale University, and the University of Colorado. He is on the faculty of the College of Law of the University of Connecticut, teaching labor and taxation law.

★ ★ ★

**THE LEE COMPANY** of Westbrook has announced the promotion of Arthur W. Torell, Jr., of Unionville, from the position of manufacturing supervisor to that of general manager of the company's Hartford division.

Mr. Torell has been associated with the Lee Company since 1949, directing the fabrication and assembly of precision machined components for aircraft and rocket accessories.

CONSULTING ENGINEERS

**ANDERSON-NICHOLS**  
*Company*

150 CAUSEWAY STREET, BOSTON 14, MASSACHUSETTS

ARCHITECTURAL • MECHANICAL • INDUSTRIAL • PROCESS • MANAGEMENT

*A Coordinated Technical Service to Management*

ERNEST W. NEWMAN

J. DOANE ANDERSON, JR.

68 High Street, Milford, Connecticut

Telephone TRinity 4-7404





SEARCHING . . . for a container to ship most anything, anywhere, with safety, economy and merchandising power? Call

**JACK WITTSTEIN**  
Box 1348, 56 Church Street  
MAin 4-5121, New Haven 5, Conn.



## ALLEN RUSSELL & ALLEN

31 Lewis St. Hartford, Conn.

### Insurance

Over 40 Years of Service to  
Connecticut Manufacturers

call on us for  
a complete

KING SIZE stock  
of Drill Bushings



over 5200  
sizes

for immediate delivery  
and snappy service  
on specials

... made by  
the World's  
Leading  
Specialists

*American*  
DRILL BUSHING CO.

write  
or  
call  
**The ROBERT E. MORRIS CO.**  
WEST HARTFORD • CONNECTICUT  
Bridgeport Branch: 3182 Fairfield Ave.

also in stock: THE COMPLETE LODGING LINE OF  
STANDARDIZED JIG and FIXTURE COMPONENTS

**REGINALD S. WATKINS**, head of R. S. Watkins & Sons, Sandy Hook, died suddenly recently. Mr. Watkins was born in Wiconisko, Pennsylvania, and had been a resident of Sandy Hook for the past 25 years. He had operated his own machine shop during the past 22 years, and was previously employed at the Plastic Molding Corporation's plant in Sandy Hook.

He is survived by his wife, four sons, and a daughter.

★ ★ ★

**PONEMAH MILLS**, of Taftville, is one of two of the nation's outstanding mills cooperating in the development of a new type of textile machinery known as "the unifil" designed by the Universal Winding Co. of Providence, Rhode Island.

The Taftville plant and Amerotron Corporation of Aberdeen, North Carolina, have agreed to put up over a half million dollars for 500 each of Universal Winding's new unifil loom winders.

This Universal development is an entirely new concept of filling preparation. It brings the whole filling process into the weave shed and integrates it with the loom. The unifil was first introduced to the public at the American Textile Machinery exhibition in Atlantic City in 1950. Since that time extensive field tests have been conducted on a wide variety of spun yarns and fabrics to complete the full range evaluation.

★ ★ ★

**THE POLY CHOKE CO., INC.**, has announced that it will leave Tariffville as soon as its new modern one-story building in East Hartford is constructed.

The company's decision to change its location was made as a result of the damaged suffered during the August and October 1955 floods. Present plans are to start building this month. The management believes that all of its 39 employees will continue work at the new location.

★ ★ ★

**REX M. BATHURST** has been named plant manager of the new Altoona, Pennsylvania branch plant of Veeder-Root, Inc., manufacturers of counters and computing instruments, it has been announced by Harvey L. Spaunburg, president.

Mr. Bathurst has been a consulting engineer with Ford, Bacon & Davis, New York engineering firm.

## THE HENRY SOUTHER ENGINEERING CO.

Engineering & Chemical  
Service

Water Purification

Industrial Waste Disposal

Research Facilities for  
Industry

Hartford,

Conn.

## CHASE



the Nation's Headquarters

for **BRASS  
COPPER  
STAINLESS—  
STEEL**

Warehouse and Mill  
**CHASE BRASS & COPPER CO.**  
Waterbury 20, Conn.  
Tel. Plaza 6-9444



Ideas  
Surveys



Plans  
Promotions

**RICHARD S.  
WINSHIP**  
NEWTOWN, CONN.

★

*Sales and  
Merchandising  
Consultant*

**THE APPOINTMENT** of Gordon Godfrey as general sales manager of the Ball & Socket Mfg. Co. of Cheshire has been announced by Charles J. Farist, president.

Mr. Godfrey will direct the marketing activities of the 103 year-old manufacturer of Balso metal buttons which are distributed to toy, novelty, drug and hardware wholesalers, plus drug and retail chains. The company also contract-produces metal stampings and eyelet machine products.

Mr. Godfrey is a graduate of the Wharton School of Finance, University of Pennsylvania. He was sales manager of the H. C. Cook Co., Ansonia, and before that the C. S. Allen Corp., Webster, Mass.

★ ★ ★

**IT HAS BEEN ANNOUNCED** by Carl E. VanWinckel, president of the Carwin Co., North Haven, that Donald A. Bender has been elected secretary of the company at a recent meeting of the board of directors.

Mr. Bender, who is also engineering manager of the company, is a graduate of Lehigh University and holds a master's degree in chemical engineering from Columbia University. He has been associated with the chemical concern since 1950, and was formerly with E. I. duPont deNemours and Co., and the Barrett Division of Allied Chemical and Dye Corp.

★ ★ ★

**CLARK S. JUDD** has recently resigned as a director of The American Brass Co., thus ending a business association that began more than 53 years ago.

Beginning his career in July 1902 as a brass roller's helper at the old Coe Brass Mfg. Co. in Torrington, Mr. Judd rose through the ranks to climax a brilliant career when he was elected board chairman of The American Brass Co. in 1945. He retired from active service in December 1950, but has continued since that time as a consultant and member of the company's board of directors.

★ ★ ★

**J. RAYMOND DELANEY** has been appointed assistant to the works manager of the Bridgeport Rolling Mills Company, it has been announced by Robert L. Horton, executive vice president. Harold R. Woods is works manager of the company.

Mr. Delaney has been associated

with Bridgeport Rolling Mills for nine years as an industrial engineer and was head of the methods and standard department for the past four years.

★ ★ ★

**A NEW FIRM** began operations in Meriden recently for the assembling of precision metal and plastic components, employing only physically handicapped persons.

The firm, Arrowhead Associates, is a newly formed corporation and a subsidiary of the Mattatuck Manufacturing Company, of Waterbury, according to the announcement by Stuart E. Judd, president of the latter firm.

Ervin E. Schiesel has been named president of the new firm. He announced that an assembly operation will be conducted in the Meriden plant,

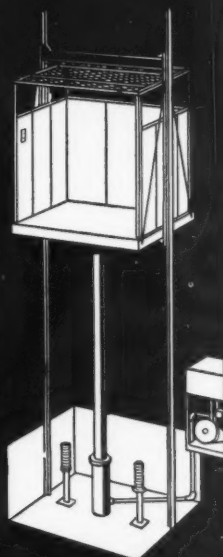
with most of the parts coming from the parent company in Waterbury. The first product to be produced will be metal swivel glides for the furniture industry. Another product will be a complex high precision valve for the metal and glass container industry.

The production lines will be fully conveyORIZED, utilizing automatic assembly jigs and fixtures. All equipment handled by the physically handicapped will be hydraulically operated having built-in safety and quality control devices.

★ ★ ★

**A SPECIAL SALES CAMPAIGN** throughout all New England states has been recently inaugurated by the Bridgeport Rubber Company, division of H. O. Canfield Company, Bridgeport.

## NEED A NEW *Elevator?*



Elevator rises as  
oil is electrically  
pumped into jack.  
Descent by gravity

### An Oildraulic is Your Best Buy for 2, 3 or 4-Story Service

Oildraulic Elevators are designed for dependable operation at lowest cost. No penthouse or heavy load-bearing shaftway structure required. Powerful hydraulic jack pushes load up from below. Extremely smooth and accurate landing stops. Power used during rise only—economical. Compact electric power unit can be placed in waste space.

**Made by Rotary Lift Co.**

Oildraulics are backed by the experience of Rotary Lift Co., leader in oil-hydraulic lifting devices. Over 40,000 now in use. Car sizes and capacities as required. All popular controls. Practical for rise up to 40 feet. For freight or passenger service. Call on us for complete data.

**Sold, Installed, Serviced By**  
**Eastern Elevator Co., Inc.**  
133 Mill River St.  
New Haven, Conn.

Designed to stimulate business in New England and to restore faith of business leaders in New England's old established manufacturing companies, the campaign will be directed by E. W. Howard, vice president in charge of sales.

A special team of salesmen will cover the six states on a good will mission for the Bridgeport company, manufacturers of high quality rubber products and components. On their tour

the salesmen will request responsible business leaders to transact business with New England companies wherever possible and call to their attention the fact that nearly two-thirds of rubber orders from New England manufacturers now go to the midwest.

★ ★ ★

**PURCHASE** of the Industrial Sound Control Corp., Rockville, by Koppers Co., Inc., of Pittsburgh, has been re-



We welcome the hard-to-solve assignments in  
**WELDMENT MANUFACTURE**

Records prove that we have the skill, the experience and the facilities to solve the most difficult dilemmas in weldment manufacture. Our talented team of engineers, designers, draftsmen enjoys working out specific weldment designs with a client . . . and our success in this field has earned us the phrase: "Talk to the men at A&S . . . they'll work it out." One look at our extensive, completely modern facilities and plant will underscore the reason why we are able to produce quality weldments of carbon and alloy steels, stainless steel, aluminum or copper.

#### QUALITY WELDMENTS

QUALIFIED WELDERS A.S.M.E. - A.B.S. - NATIONAL BOARD  
CERTIFICATION - HARTFORD STEAM BOILER INSPECTION



115 RINDGE AVENUE EXT., TEL. University 4-9070, CAMBRIDGE, MASS.



THIS unusual environmental test chamber was designed and built by American Research Corp., Bristol, to overcome a problem of limited space. Their customer required that the altitude-temperature-humidity test chamber be installed in a location where there was insufficient room to swing a conventional door open. American Research engineers then developed this overhead type of door which would lift up clear of obstructions.

cently announced. The purchase was explained by Fred C. Foy, president of Koppers, as a part of the company's program of expansion and diversification in the metal products field.

Industrial Sound Control manufactures and sells acoustical equipment, particularly equipment used in the sound-proofing of aircraft engine testing facilities.

★ ★ ★

**ARTHUR R. GOW**, president of The Seamless Rubber Company, New Haven, has announced these changes in the Seamless organization.

J. Thomas Gibbons, vice president and general sales manager, has been named vice president and assistant to the president, and will continue as a member of the executive committee.

H. J. Barich becomes general sales manager and a member of the executive committee.

Mr. Gibbons joined the company in 1917. In 1928 he became a member of the sales department and two years later was appointed general sales manager. He became vice president and general manager in 1941, and since that time has been in charge of the sales policies for all divisions of the company.

Mr. Barich joined Seamless in 1954 as assistant sales manager. Prior to that he was affiliated with the Rexall Drug Company, where he was active in sales and merchandising for over eight years.





## End trash disposal problems IN YOUR PLANT WITH . . . **NEW HYDROX-O-LATOR**

**SAFELY** burns trash without smoke, odor, sparks or fly ash . . . no supplementary fuels needed . . . no installation required . . .

Entirely new in burning principle, construction and operation, this new industrial trash disposer combines the Hydroxolation principle of combustion and Triple Chamber construction — recommended by combustion engineers as the only method to achieve safe, positive disposal without the nuisance of air pollution from smoke, fly ash or after smoldering.

### THE HYDROX-O-LATOR IS AN IMMEDIATE SOLUTION TO FOUR MAJOR REFUSE PROBLEMS IN INDUSTRIAL PLANTS.

#### UNSANITARY CONDITIONS

Immediate disposal of burnable trash reduces disease spreading potential of rat and fly infested refuse storage areas.

#### UNSIGHTLY CONDITIONS

Good neighborhood relations are protected when conditions caused by wind scattering trash are eliminated entirely.

#### FIRE HAZARDS

Fires resulting from unprotected accumulations of trash, rubbish and waste are a major hazard eliminated by immediate disposal.

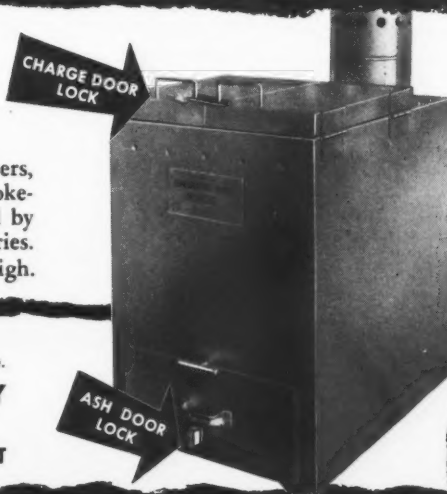
#### HANDLING COSTS

The cost of re-handling and loading trash and refuse is tremendous. Hydrox-O-Lators conveniently located, eliminate the need for trucks and crews.

**SPECIFICATIONS:** Made of heavy gauge ARMCO aluminized steel and stainless steel. Industrial sizes from 5 to 30 bushel capacity.

## Confidential Paper **DESTROYER**

New, highly efficient, small destroyer reduces confidential papers, obsolete records and blue prints to white ash with noiseless, smoke-free and odorless operation. Can be used indoors or out. Used by financial institutions, banks, engineering offices and laboratories. Light it . . . lock it . . . leave it! Dim.: 22" wide, 34" deep, 32" high.



For Complete Details on HYDROX-O-LATOR and DESTROYER write or phone.

### THE OUTDOOR OVEN FIREPLACE COMPANY

Division of The Silent Glow Oil Burner Corp.

873 WINDSOR STREET, HARTFORD 1, CONNECTICUT

## FOR TOUGH LUBRICATING JOBS

Molykote users report  
life increases to 700%

Roller Bearing Lubricant .....	575%
Forming Dies .....	400%
Escalator Gear Lubricant .....	700%
Cutting Tools .....	300%
Pneumatic Sanders Bushings ....	400%
Electric Switches .....	150%
Grinding Machine Screws .....	200%
Glass Machine Lubricant .....	400%
Taps .....	300%
Broaches .....	300%

These increases are due to 4 reasons.

(1) Molykote resists pressures far beyond the yield point of any metal. Its lubricity improves with increasing pressures.

(2) Molykote resists wear during extensive cycling.

(3) Molykote resists extreme temperature. It is thermally stable from -300°F to 750°F.

(4) When used dry Molykote does not collect abrasives.

Molykote contains highly purified molybdenum disulfide, a mineral with 40 lubricating layers in 1 millionth of an inch and a high tenacity for metal. There are 16 types in grease, powder, liquid and bonded coating forms. Write or call about your difficult "fringe area" lubricating problems. Ask for field reports for your industry.

**ALPHA MOLYKOTE CORP.**

65 Harvard Ave. Stamford, Conn.  
Fireside 8-3724

**A REMINDER**  
to call

**HUMPHREY**

first for

**INDUSTRIAL PLASTICS**



Laminates in:

PHENOLIC • MELAMINE

SILICONE • NYLON

COPPER CLAD LAMINATE

(For Printed Circuitry)

**HUMPHREY FABRICATING  
CORPORATION**  
Unionville, Connecticut

**GEORGE GOEPFRICH** has been appointed director of engineering and development at Skinner Chuck Company, New Britain. Formerly employed by Bendix Corporation, Mr. Goepfrich was chief engineer of the valve division of Skinner.

Robert B. Clay has been named to succeed Mr. Goepfrich as chief engineer of the valve division. He was formerly assistant chief engineer of that division.

★ ★ ★

**THE APPOINTMENT** of Lyman C. Thunfors as vice president and assistant plant manager of the Jenkins Valve Company, Bridgeport, has been announced by the company.

He was formerly president of the Rensselaer Valve Company, Inc., of Troy, N. Y. He resigned that position when the plant was sold to the Ludlow Valve Manufacturing Company of New York.

★ ★ ★

**HAROLD F. KNEEN**, president of the Safety Car Heating and Lighting Company, Hamden, has announced the following executive changes.

Robert B. Dodds, formerly vice president and manager of the entoleter division, has been appointed vice president and general manager of the electrical division. In this capacity he will have full responsibility for co-ordinating research and development, engineering, promotion of product lines, as well as the manufacturing operations at the Hamden plant.

Robert J. Hoskins, formerly assistant manager, was appointed manager of the entoleter division, replacing Mr. Dodds. Mr. Hoskins joined that division in July 1951 and prior to that was associated with General Mills and the Tennessee Eastman Company.

Mr. Dodds entered the employ of the company in 1935 as an engineer in the entoleter division. He was elected a vice president in September 1949.

★ ★ ★

**THE KALART COMPANY**, Plainville, has announced the availability of the new BC-400 flash unit, model 460, especially designed for the Polaroid Highlander Camera. The new model includes a special electric shoe-mount which attaches directly to the flash shoe on the Highlander Camera and requires no further wires or brackets.

It can also be used with almost any camera having built-in synchronization by inter-changing inexpensive brackets or connecting cords.

## "Completely Satisfactory" Says R. P. Alexander Co.



The old and the new were harmoniously combined by Barney's in furnishing the new building for the R. P. Alexander Co. Besides new steel desks and files, photo shows desks ordered 19 years ago. "They're a good as new," stated Mr. Alexander, who expressed warm appreciation for Barney's careful planning, attention to detail and completely satisfactory service.

**Barney's**  
OF HARTFORD

OFFICE FURNITURE—SHOP EQUIPMENT  
450 Front St. Phone JACKSON 2-6221  
Established 1930



## American Appraisals speed up loss adjustment

The adjuster knows that figures in an American Appraisal report are fair to all concerned because they are always based on detailed evidence and experienced judgment.

**The AMERICAN  
APPRAISAL Co.**

leader in property valuation

HOME OFFICE: MILWAUKEE 1, WIS.

**TWO COMPANIES** in the Bridgeport area have been certified as excellently managed by the American Institute of Management. Those named are the Bridgeport Brass Company and American Chain and Cable Company, Inc. This places them among the 408 American and Canadian firms so cited by the institute for 1955.

The American Chain and Cable Company is receiving the award for the sixth consecutive year, Bridgeport Brass for the fifth time.

★ ★ ★

**OPERATIONS HAVE CEASED** at the plant of the Round Chain division of Republic Steel Corporation, Bridgeport, it has been announced by H. C. Seifert, division manager. The Bridgeport operations will be consolidated with those of the firm's main plant in Cleveland.

The Cleveland firm had conducted operations in Bridgeport since January 1954 when it purchased the facility from the Bridgeport Round Chain Company. According to Mr. Seifert a shift in demand for some of the products manufactured here dictated the move.

★ ★ ★

**NEW BRITAIN'S** first permanent Development and Industrial Commission has been appointed by Mayor Edward B. Scott. It will concern itself with providing continuity of planning to retain present and attract new industries and business to the city and area. The commission replaces the Special Citizens Committee to Keep Industry in New Britain.

Appointed as members of the commission are Edgar G. Rhodes, president of the New Britain Gas Light Co., and designated by the Mayor to serve as chairman for five years; Bernard G. Kranowitz, executive vice president of the Chamber of Commerce, four years; Atty. Richard F. Berry, secretary of the American Hardware Corp., three years; Joseph A. Budnick, prominent in labor circles, two years, and Robert M. Richard, active in Junior Chamber of Commerce affairs, one year.

★ ★ ★

**TWO NEW HIGH SPEED** rolling mills at its Torrington plant are helping American Brass Company to keep pace with the growing demand for fine quality strip aluminum and copper-base alloys. The rolling mills are 10-

## One Local Source for All YOUR PLATING CHEMICAL NEEDS

### METAL STRIPPERS

### Enamel Strippers

### "Alumon"

for Plating on Aluminum

### METAL BLACKENING COMPOUNDS

### Rust Removers

### Metal Cleaners

### RUST PROOFING COMPOUNDS

### ALL PLATING CHEMICALS

ENTHONE  
INCORPORATED

Enthone of New Haven . . . besides being your prime local source for metal finishing chemicals . . . is internationally famous for the development of specialty products for metal finishing. Some of these are ENSTRIPS . . . Patented Products for Selective Dissolving of Metals.

For example, ENSTRIP A—U.S. Patent No. 2,649,361 was the first product offered the metal working market for dissolving nickel plate from steel without attacking the basis metal. And there are other selective strippers in the ENSTRIPS group to meet any requirement.

If you're faced with any metal finishing problem, consult your ENTHONE finishing specialist, *First*.



For fast technical service and delivery of all plating chemicals

Phone NEW HAVEN SPruce 7-5581.

442 ELM STREET,

ENTHONE  
INCORPORATED

NEW HAVEN 11,  
CONNECTICUT

## ROBERT W. PAGE

... A Professional Insurance  
Counselor

- Industrial Audits
- Survey of Risks
- Coverage Analysis
- Adequacy Evaluation
- Rate & Cost Check
- Program Management
- Reports

### No Insurance Sold

—FEE BASIS ONLY

A specialist for firms with no  
salaried insurance manager.

Booklet available upon request.

25 Huntington Ave., Boston

• A Smith Associate •

Est. 1915

FOR SALES PROMOTION  
AND ADVERTISING

Art

ILLUSTRATING • LAYOUT  
LETTERING  
RETOUCHING

CATALOG AND BOOKLET DESIGN

Photography

PHOTOS FOR ADVERTISING  
COMMERCIAL PHOTOGRAPHY

Printing Plates

LINE • BENDAY • COLOR  
HALFTONE • FOUR COLOR PROCESS

PHONE CH 9-8444  
THE GRAPHIC  
ARTS CO.

172 HIGH STREET  
HARTFORD, CONN.

SERVING CONNECTICUT  
INDUSTRIES SINCE 1904

inch and 29-inch by 36-inch four-high reversing cold mills designed and built by the Lewis Machinery Division of Blaw-Knox Co., Pittsburgh.

Rolling strip at speeds ranging from 400 to 1,200 feet per minute, the mills can cold reduce aluminum alloys with a maximum starting thickness of 0.125-inch down to a final finished thickness of 0.010 inch, with intermediate anneals if necessary.

The strip metal produced on the mills goes to the "drawing trade" and to the "cut-up" trade for use in such products as fan blades, condenser cans for the electronics industry and for lamp stock.

★ ★ ★

**WILLIAM R. TODD, SR.**, vice president and treasurer of B. F. Goodrich Sponge Products Division, Shelton, has recently relinquished the post of treasurer of the company. He will be succeeded by Edmund L. Worfolk, who has been company controller since 1954.

Mr. Todd, one of the founders of the former Sponge Rubber Products Company, has served as company treasurer for 33 years. In his sole function as vice president, Mr. Todd will devote more of his time to manufacture.

★ ★ ★

**THE APPOINTMENT** of Robert W. Stock as head of the Lycoming News Bureau has been announced by Paul A. Deegan, director of public relations for the Lycoming Division of Avco Manufacturing Corporation, Bridgeport.

A member of the editorial staff of The Sunday Post, Bridgeport, for the past five years, Mr. Stock has attended Yale University, New York University and the University of Bridgeport.

★ ★ ★

**E. C. BULLARD**, president and general manager of The Bullard Company, Bridgeport, has announced that Roger M. Wakeman has been elected an assistant secretary and assistant treasurer of the company.

Mr. Wakeman, manager of the cost and payroll department since 1945, has been with the company since 1935. He is active in the National Association of Cost Accountants, and is past president of the Bridgeport chapter. He is also a member of the Bridgeport Tax Forum, the Tax Committee of the Manufacturers Association of Bridgeport, and currently is secretary of the local chapter, National Office Management Association.

**WILLIAM K. HOOPER** has been appointed manager of Republic Etched Products, Inc., Danbury, according to an announcement by John W. Douglas, president of the company.

Republic Etched Products, Inc., a subsidiary of Republic Foil and Metal Mills, Inc., Danbury, was incorporated last July for the purpose of manufacturing extra high purity etched aluminum foil for use in electrolytic types of capacitors required for critical applications demanding maximum dependability. The pilot plant is in operation in Danbury and commercial production is proceeding on a limited scale.

★ ★ ★

**DEVELOPMENT** of a new series of chronometrically governed D.C. timing motors to provide the accuracy of an escapement clock and the power of an electric motor for military and civilian requirements has been announced by The A. W. Haydon Co., Waterbury.

These D.C. timing motors are said to keep rate independent of load, line and temperature variations. Power pulses at full line voltage are applied to a small motor at intervals controlled by a jewelled escapement, with the pulse duration determined by travel of the motor.

★ ★ ★

**THE MANUFACTURERS** Association of Meriden and Wallingford recently elected as president Norman J. Stringer, head of the Meriden Foundry Company, and voted to alter its constitution so that its title will carry the names of the two towns from which it draws its principal membership.

Other officers elected were Burton G. Tremaine, Jr., vice president; Llewelyn A. Tobie, treasurer; George J. Sokel and William D. Benedict, auditors.

★ ★ ★

**FOUR NEW PRODUCTS** will be introduced by The Cushman Chuck Company, Hartford, at the ASTE Industrial Exposition to be held this month at International Amphitheatre, Chicago.

The new products, are the Cushman Accra-Set Chuck, which has been especially designed for minute accuracy which must be held to closer limits than possible with the standard scroll type chucks; a 3-Jaw, Scroll Operated Compensating Chuck, an addition to the company's manually operated chuck line; a new Air Operated Compensating Chuck which offers two distinct and important chucking ad-



vantages in one chuck body. This model is said to offer far greater compensating action than ever before possible, but also by "locking out" the compensating action and after being trued up on a spindle, the device can be used as an ordinary self-centering air operated chuck.

★ ★ ★

**THE TREASURY DEPARTMENT**, in a brief ceremony recently, cited The Anaconda Company and its employees as the first large industrial organization in 1956 to have achieved approximately 80% employee participation in the U. S. Payroll Savings Bond Plan.

The award was presented by W. Randolph Burgess, undersecretary of the Treasury, to Edward S. McGlone, executive vice president of Anaconda.

★ ★ ★

**THE ADDITION** of a complete line of Milford high speed steel hole saws has been announced by The Henry G. Thompson & Son Co., New Haven. Used in portable air and electric drills, drill presses, lathe tailstocks, etc., these hole saws are said to cut clean, round holes in virtually any machinable metal or other material.

Welded edge blade construction is used, and is claimed to provide unusually hard, sharp, fast-cutting, long wearing teeth combined with a tough, resilient back.

★ ★ ★

**HARVEY HUBBELL, INC.**, Bridgeport, has announced plans for an addition to its plant which will permit a 25 per cent expansion in business activity.

The firm has been located in Bridgeport since 1888 and specializes in the manufacture of electrical wiring devices and machine screws.

★ ★ ★

**R. R. ZISETTE**, a former vice president of SKF Industries, Inc., has been elected a director and vice president-general manager of Jessall Plastics, Inc., of Kensington, according to an announcement by C. F. Norberg, president of the Electric Storage Battery Company, owner of the Connecticut concern.

At the same time Mr. Norberg announced the election of R. S. Jesionowski as vice president and a director. Other new officers of the firm, which makes standard and custom plastic extrusions for chemical, aviation

# DOWD WYLLIE & OLSON INC.

PRODUCERS OF  
FINE  
PRINTING PLATES  
SINCE 1913

Tel. JA 2-8254

Tel. JA 2-8255

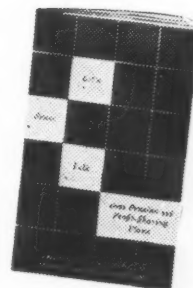
106 ANN STREET • HARTFORD, CONN.

## DOES YOUR COMPANY really need a pension plan?

Puzzled about whether your company should install a pension plan? . . . a profit-sharing arrangement? . . . a bonus system? Wondering where you can get accurate, *impartial* facts and figures?

You'll find just the information you want in this brand-new booklet—and you can have a copy absolutely free! *Let's Talk Sense About Pension and Profit-Sharing Plans* is a special guide for owners of medium-sized and small companies. Its ideas on tax savings alone makes it *must-reading* for corporation owners.

Mail coupon today for your **FREE** copy. There's no obligation.



### YOURS FREE

Here's the *reliable* information you need on benefits, costs and comparisons — presented in clear, understandable terms. Send for your free copy today.

**NATIONAL EMPLOYEE RELATION INSTITUTE INC.**  
50 East 42nd Street New York 17, N. Y.

I. Austin Kelly III, President

Please send me, without charge or obligation, a copy of your new booklet, that gives the straight facts about pension and profit-sharing plans.

Name.....Title.....  
Company.....  
Address.....  
City.....State.....

and other industries, are: E. J. Dwyer, secretary; E. W. Williams, treasurer and M. G. Smith, comptroller.

★ ★ ★

**THE ACQUISITION** of Cleveland Tapping Machine Co. of Canton, Ohio and the Cochrane Bly Co. of Orange by H. P. Townsend Mfg. Co., Hartford, has been announced.

These companies are engaged in the production of automatic machines and will be merged into the Townsend organization, according to Chester Bland, president.

★ ★ ★

**WILLIAM S. SIMPSON**, general manager of Raybestos Division, Raybestos-Manhattan, Inc., Bridgeport, was honored recently by the Political Relations Forum of the University of Bridgeport for his "Outstanding Community Contributions."

This is an annual award made by the Forum and cites Mr. Simpson because of his many affiliations with worthwhile community activities. Mr. Simpson is a Trustee of the University of Bridgeport, president of the Barnum Festival Society, president of the Community Chest and Council, member of the board of directors of Jr. Achievement, Bridgeport Boys Club, Bridgeport YMCA and vice president of the Bridgeport Manufacturers Association.

★ ★ ★

**JOINING** the list of newly designed standardized machine components of The Hartford Special Machinery Company is the Model 405 way type hydraulic feed unit, which was shown for the first time at the Machine Tool Show.

Designed to give "balanced thrust," the unit features thrust above the ways

near the tool load. It provides positive control of rapid traverse, fine feed and depth. The flange is designed to simplify mounting and aligning of multiple spindle heads, and the 15" stroke assures ample tool change clearance.

★ ★ ★

**A REVOLUTIONARY** new series of electronically controlled post lanterns has been announced by Wasley Products, Incorporated, of Plainville.

The new Wasley "Electrona" series incorporates the famous "Light Watchman" electronic eye, an electronic control that automatically turns post lanterns on at dusk, off at dawn. The "Light Watchman" electronic eye was perfected by the Ripley Company, Inc., of Middletown.



**THIS LAMP** is one of the "Electrona" series now being merchandised through electrical wholesalers.

Each lamp in the Wasley "Electrona" series is a complete, self-contained unit which requires no special tools and is as easily installed as conventional post lanterns. The new group will consist of four authentic post lantern reproductions with a model to complement the decor of the average motel, commercial establishment or residence.

★ ★ ★

**MORTON S. CRESSY** has been named vice president in charge of sales of Emhart Manufacturing Company, a new position, in a move to expand the sales activities of all Emhart divisions. Three advancements in the Hartford-Empire division were announced at the same time.

Moving to the post of general sales manager at Hartford-Empire is Walter B. McKinney. Aaron K. Lyle will be

***Profitable for business!***

**STRAN-STEEL®  
LONG-SPAN**

The all-steel buildings  
designed to meet your needs

**50'  
60'**

*for longer life and lower maintenance*



**TOPMOST  
BUILDING CO.**  
WEST GOSHEN • CONNECTICUT

STRAN-STEEL BUILDINGS ARE PRODUCTS OF THE GREAT LAKES STEEL CORPORATION,  
A UNIT OF NATIONAL STEEL CORPORATION

# STEEL STRIP

## Nothing but COLD ROLLED CARBON STEEL STRIP AND SPRING STEEL

(From DSC's Eastern and Detroit Mills)

Our Detroit and Eastern mills have shipped nearly 2.5 million tons of Cold Rolled Strip since 1923—when DSC started. From Hamden alone we have shipped close to 400,000 tons since we began operating in 1949.

That's the foundation for DSC STRIPMANSHIP—33 years of it.

In Hamden and Detroit—Strip Steel is our line. We specialize in Cold Rolled Carbon Steel Strip and Flat Cold Rolled High Carbon Spring Steel ("Low Carbon" is up to .25% max.

"High Carbon" is over .25% min.)

You'll find us a handy source . . . and competitive, too—product quality and service dependability considered.

Want evidence of DSC Strip performance? Would you like to put one of your problem jobs up to us?

The way to tap DSC's STRIPMANSHIP is to call your nearby DSC Customer Representative. You'll find him a hard steady worker on your team.

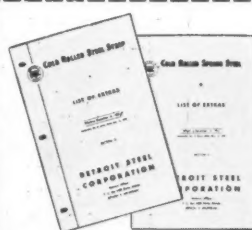
### Customer Satisfaction Is Our No. 1 Job



**DETROIT STEEL  
CORPORATION**  
EASTERN MILL DIVISION

PLANT AND SALES OFFICE—HAMDEN, CONNECTICUT  
2061 State St., STate 7-5781

Eastern District Sales Offices  
Worcester, Mass., 507 Main St., Phone 5-8686  
New York City, 250 W. 57th St., COLUMBUS 5-4870



NEW  
DSC Extra Books  
on  
Cold Rolled Steel Strip  
Cold Rolled Spring Steel

Your copies of either or both on request

COPYRIGHT 1956

## RELIANCE EXPRESS SERVICE

ON READY-TO-USE *Job-Fitted* SHEET AND STRIP

SHEETS: Cold Rolled • Hot Rolled • H.R. Pickled FLAT COLD ROLLED STEEL STRIP: Cut Lengths • All tempers

*Experience-Fitted to Your Job*



TM REG U.S. AND CANADA  
DEPENDABLE DAN

**RELIANCE STEEL**  
DIV. DETROIT STEEL CORPORATION

General Office: Detroit 9, Mich.

PLANTS

CHICAGO, CLEVELAND, DETROIT, HAMDEN

EASTERN PLANT AND OFFICE  
Hamden, Connecticut, 2061 State St., STate 7-5781

EASTERN DISTRICT SALES OFFICES  
Worcester, Mass., 507 Main St., Phone 5-8686  
New York City, 250 W. 57th St., COLUMBUS 5-4870

## Designers and Manufacturers

of Tools, Dies, Jigs, Fixtures and  
Gages

Jig Boring and Jig Grinding  
Precision Form Grinding  
Planing, Boring, Turning  
Cincinnati, Lucas and Bullard  
Machines

We build Special Machinery  
and Parts

Welded Fabrications

We will do your Stampings and  
Spot Welding

Progressive — Swedging

Broaching — Drawing

Short Runs — Long Runs

**THE  
SWAN TOOL & MACHINE CO.**

30 Bartholomew Avenue  
HARTFORD 6, CONNECTICUT

## STEEL CASTINGS

From an ounce to  
1000 lbs. each.

Try us for fast  
delivery when your  
needs are urgent.

**THE  
NUTMEG CRUCIBLE STEEL  
COMPANY**  
BRANFORD CONNECTICUT

## CHAMPLIN WOODEN BOXES for Safe, Sure Delivery

- All standard styles
- Specialists in hard-to-package items
- Free consulting and design service



Phone: JAcson 7-9217

**The Champlin Box Co.**

"Boxed in Wood - Boxed for Good"  
45 Bartholomew Ave., Hartford 6, Conn.

technical manager of the division and Charles F. Claghese has been named chief application engineer.

★ ★ ★

**SIMEON W. SELLS**, vice president for government relations, Pitney-Bowes, Inc., Stamford, and one of the country's leading authorities on the metered mail system of the U. S. Postal Service, has announced his retirement to take place July 1.

His duties have been assumed by Wilbur R. Greenwood, Jr., who has been appointed special assistant to the president. Mr. Greenwood, manager of special machine sales for the past seven years, will be succeeded in that post by Paul V. Roberts, branch manager at Harrisburg, Pa.

★ ★ ★

**NEW LINES** of sliding door hardware, to serve a strong national demand resulting from basic changes in the interior architecture of American homes, are now being produced and distributed by The Yale & Towne Manufacturing Company, Stamford.

All Yale sliding door sets consist of a track, hangers, floor guide and pulls. Overall simplicity of design permits quick, easy installation and eliminates expensive installation cost, according to the announcement.

★ ★ ★

**WET CELL** battery manufacturers are now successfully combining work on both metals and hard rubber in the finishing of cell covers which have phenolic bodies with lead terminal inserts. The machines being used are Bodine 42-30 dial type automatics equipped with 12-station dial feeds. Each of the Bodine units now in production, according to the manufacturer, requires but one attendant and combines operations which had previously required five separate machines and as many operators.

Production for a single machine is 1250 pieces per 50-minute hour. The machines are equipped with multiple tooling so that they can be used for various sized covers for both six and twelve volt batteries.

★ ★ ★

**PURCHASE** of the assets and business of the Sterling Die Company, Cleveland, Ohio by Pratt & Whitney Company, Inc., has been announced by A. H. d'Arcambal, Pratt & Whitney president.

Well-known manufacturer of thread

For  
**FACTORING  
and  
FINANCING**

**JAMES  
TALCOTT, INC.**

101 years of experience  
225 FOURTH AVE., NEW YORK  
ORegon 7-3000

ASHTON L. GODDARD

BOX 151  
ESSEX, CONNECTICUT  
Lyme 4-1308

## THOMAS W. HALL COMPANY

INCORPORATED

Stamford, Connecticut



Printing, Newspaper  
& Lithographing Machinery  
Paper Converting Equipment  
Job Presses, Gallies &  
Cabinets  
Proof Presses, Balers, Cutters



### RESEARCH & DEVELOPMENT

- Electronic Controls and Computers
- Electro-mechanical Systems
- Simulators for Test Purposes

### MANUFACTURING

- Precision Gages and Fixtures
- Parts and Components of Aircraft Quality

### ASSEMBLY

- Specializing in aircraft electronic and electro-mechanical assemblies and sub-assemblies

**THE NEWTON COMPANY**  
55 ELM STREET • MANCHESTER, CONN.



rolling dies, Sterling will be operated as the Sterling Die division of the Pratt & Whitney Company. No changes in plant location or in operation personnel are contemplated.

Herbert T. Yankee, founder and president of Sterling, will continue to direct its operations as vice president and general manager. The company manufactures a full line of dies to roll threads on bolts and on machine screws, wood screws and sheet metal screws.

★ ★ ★

**ALAN DAVIS**, president of Viking Instruments, Inc., East Haddam, has announced a plan to double the plant and production facilities of the company.

New production facilities will be built on the company's present site at East Haddam. They will be among the most modern and efficient production facilities devoted to the manufacture of process controls, annunciator systems, alarm and special indicator systems and other electronic devices and instruments.

★ ★ ★

**THE NELCO TOOL COMPANY, INC.**, of Manchester, has purchased the building which houses its Berlin Branch, in Berlin. The company has added 4500 square feet of manufacturing area as well as four and a half acres of industrial property which is currently ear-marked for future expansion.

The new Berlin addition houses complete machining, heat treating and forging facilities for the production of high-speed steel tools, forged single point tools, carbide tools, as well as special carbide and high-speed steel tools.

★ ★ ★

**ENTHONE, INC.**, New Haven, has announced a change in name of its acid activating compound "Actane" (trademark registered). In view of this addition to the line of acid activators for various uses, namely, Actane 70, it has been decided that the use of a suffix number to designate the original product will eliminate confusion for those customers who might be using both products. There has been no change in the formulation or manufacture of Actane 22 (formerly called Actane).

★ ★ ★

**STANLEY M. LOOMIS**, member of

the board of directors of Burndy Engineering Company, Norwalk, and former controller, has been named treasurer of the company, it has been announced by Bern Dibner, president.

Julian Rogoff, former chief engineer, has been appointed vice president and manager of one of the company's two major divisions.

★ ★ ★

**AS PART** of a large-scale expansion

program in the production of its LZ-5 helicopter, Doman Helicopters, Inc. will build a larger plant in Danbury. Formal presentation of a Civil Aeronautics Administration certificate for commercial use of this craft took place recently.

It was an important milestone in the history of the company. Hundreds of Doman executives, stockholders, military personnel and other friends of the corporation were present for the presentation of the CAA certificate by

## Prescription for Connecticut

**CONNECTICUT MEDICAL SERVICE, Inc.**  
General Offices  
New Haven, Connecticut

*Jan. 1 to Dec. 31, 1955*

FOR **928,000** *people who are CMS members*

**Rx 164,000 Claims Paid**  
**\$8,455,000 Benefits Paid**

SIG: *for medical-surgical-maternity care*  
**2,959 Participating Physicians M.D.**

Reg. No. 5761

*The Blue Shield Plan*  *for Connecticut*

**CONNECTICUT MEDICAL SERVICE, INC.**

SPONSORED BY THE CONNECTICUT STATE MEDICAL SOCIETY  
205 WHITNEY AVENUE, P. O. BOX 1930 • NEW HAVEN 9, CONNECTICUT

## Did you know?



**specializes  
in rolling  
heavy gauge  
up to  
1/4" thick**

Yes, it's true. Whether you want it 1 inch or 9 inches wide, Stanley Steel specializes in rolling heavy gauge cold rolled strip up to 1/4 inch thick. And we'll cut it to your multiple lengths.

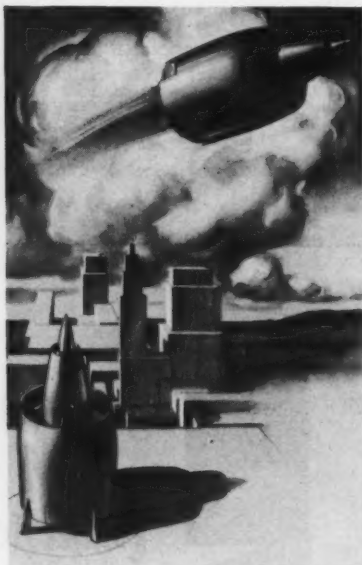
Try Stanley Steel for your needs. Location is convenient — facilities complete. Cold rolled strip steel in gauges .065 and lighter, up to 23 15/16 inches wide. Experienced mill men are on the job with the latest in modern equipment. Trained technicians maintain control of tolerances, finishes and tempers.

Get full particulars. Write Stanley Steel, 833 Burritt Street, New Britain, Conn.

**STANLEY**

The Stanley Works • New Britain, Conn.  
STEEL • STEEL STRAPPING  
TOOLS • ELECTRIC TOOLS • HARDWARE

Ora W. Young, regional administrator of the first region of the CAA to Glidden S. Doman, founder of the firm, now vice president of engineering and chairman of the board.



THE RING-WING combines certain advantages of the helicopter and the airplane in that it can take off and land vertically as does a helicopter, and it can fly forward at speeds comparable to a conventional propeller or jet-diver airplane.

THE OFFICE of Naval Research has recently awarded The Kaman Aircraft Corporation, Bloomfield, a contract to conduct research on an annular-wing or ring-wing type aircraft.

The ring-wing can best be described as a "flying barrel" consisting of a circular or barrel-shaped wing which is open at each end and which has the body of the aircraft supported inside the barrel wing. The body of the aircraft is smaller in outside diameter than is the inside diameter of the barrel-shaped wing so that air passes

over the inside surface of the barrel wing as well as over its outside surface. The ring-wing can be powered by a conventional piston engine or a gas turbine driving propellers, or it can be jet propelled by a turbine engine.

Kaman has retained Dr. Manfred Rauscher of Zurich, Switzerland as consultant on the ring-wing project. Dr. Rauscher is one of the world's foremost authorities on aeroelastics and is the founder of the Aeroelastic Laboratory at the Massachusetts Institute of Technology.

★ ★ ★

MORRIS F. KETAY, president of Norden-Ketay Corporation, Milford, and Stokley Webster, president of Gyromechanisms, Inc., have announced that Norden-Ketay has contracted to acquire all the assets, business, name and good will of Gyromechanisms, Inc., of Halesite, Long Island.

Gyromechanisms, which has approximately sixty-five employees will continue operations at its plant in Long Island.

★ ★ ★

THE AVAILABILITY of a new 3-wire, 2-wire combination duplex grounding receptacle which provides for two separate circuits with a common ground has been announced by The Arrow-Hart & Hegeman Electric Company, Hartford.

According to the manufacturer, this new product makes it possible to supply, from the same outlet, the current to operate a window air conditioning unit, or similar appliance, which requires 3-wire, 15 ampere, 250 volt service for most efficient operation, and any other appliance needing only conventional 2-wire, 15 ampere, 125 volt service.

Catalog Sheet 26-G gives complete information on this new duplex re-



**PLUGMOLD  
2000**

**FASTER! EASIER! CHEAPER!  
TO INSTALL . . .** Unlimited convenience outlets in a continuous run — for homes, offices, factories, schools, hospitals, hotels — any building, new or old!

Write today for new Plugmold 2000 booklet!

**THE WIREMOLD COMPANY - HARTFORD 10, CONN.**





# The difference that counts

The problem of advertising successfully and profitably is one that keeps many companies and advertising agencies going round in circles.

Actually, *straight thinking* is what is needed.

At Remsen we have found that most advertising problems are not advertising problems at all.

They are problems in marketing: distribution, merchandising, sales promotion or public relations.

That is why we have the specialized personnel needed to give a complete service in marketing counsel.

Remsen men and women are now working on market research, new-product sampling, field

surveys, distribution analyses and public relations programs.

All this is being done as a part of national advertising campaigns we are creating for our clients.

If you agree that it takes more than good-looking ads to move goods at a profit, we would like to talk with you.

Our approach to the problem of helping you to advertise successfully may be the *difference that counts* for you.

**Remsen** ADVERTISING AGENCY, INC.  
NEW HAVEN 4, CONNECTICUT

**NOW SERVING CLIENTS IN THESE FIELDS . . .** Ammunition Components . . . Autoloading Pistols . . . Aviation Products . . . Bird Cages . . . Cartridge Reloading Tools . . . Chemicals . . . Electronics . . . Fertilizers . . . Fuel Distribution . . . Grass Seed . . . Gun Sights . . . Heaters . . . Heat Exchangers . . . Industrial Mixers . . . Insecticides . . . Marine Propellers and Equipment . . . Pet Accessories . . . Pit and Quarry Equipment . . . Pre-Engineered Buildings . . . Pumps . . . Sporting Shotguns and Rifles . . . Traffic Control Equipment . . . Tubing Coils . . . Variable-Choke Shooting Devices . . . Vegetable Seeds . . . Wire and Cable.

ceptacle and may be obtained from the company.

★ ★ ★

**THIRTY-FIVE** applications for the two scholarships available to sons and daughters of Pratt & Whitney Company employees have been received, it has been announced by President A. H. d'Arcambal.

The recently expanded Pratt & Whitney scholarship program pro-

vides for two scholarships, honoring former company presidents Clayton R. Burt and Frederick U. Conard, each for a maximum of \$1500 annually to cover college expenses. This is the first year that daughters as well as sons of company employees are eligible for the scholarships.

★ ★ ★

**R. WALLACE & SONS MFG. CO.**, Wallingford, has acquired from Pet

Metal Products Co. the rights to manufacture a patented waste paper receptical known as "Tamp."

"Tamp" will be distributed by Brown Company of Berlin, New Hampshire, one of the largest manufacturers of paper products in the country, and will be nationally advertised as **NIBROC TAMP**.

The device automatically compresses used paper towels and other paper products into compact easily removable and disposable paper bags. This makes it possible to maintain wash rooms more attractive and at reduced expense.

E. B. Danzell, vice president of manufacturing of the Wallace company will be responsible for the production of this new product. E. P. Dolliver, manager of the company's special products division, will be responsible for sales.

★ ★ ★

**L. R. RIPLEY**, president of the Heli-Coil Corporation, Danbury, has announced the purchase of the entire manufacturing facilities of the Towle and Son Co., Conshohocken, Pennsylvania.

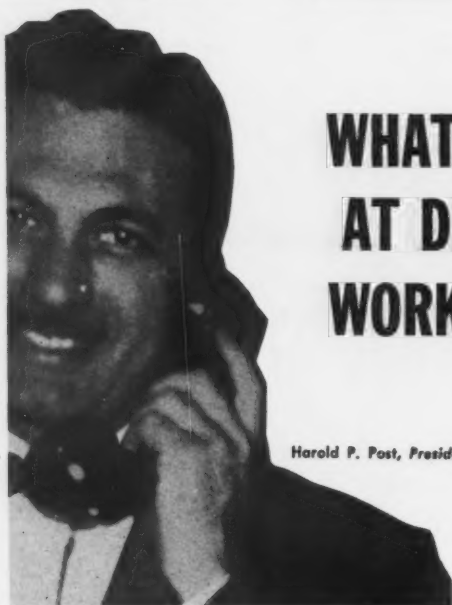
Mr. Ripley said his company plans to move all Towle equipment to Danbury in the near future and combine the facilities of both organizations, with Towle as a division of Heli-Coil Corp.

Founded in 1928, the Towle company has been a leader in the field of precision manufacturing. It is equipped to handle work in a variety of different precision fields, including aircraft and electronics and has contracted for a large amount of government work, manufacturing precision components for gun mounts and armament.

★ ★ ★

**CHARLES B. COOK, SR.**, retired vice president of the Royal Typewriter Company, and a member of the board of directors of the Royal McBee Corporation, died recently at his home. Mr. Cook had at one time served as a director and member of the Budget Committee of MAC.

Born in Sydenham, England, he came to the United States at the age of 17, and settled in Albany, New York. He worked for the Albany-Times Union in the circulation department. In 1907 he joined the Royal Typewriter Company as assistant manager of the company's first factory, a small plant in Brooklyn, New York.



Harold P. Post, President

## WHAT'S NEW AT DISPLAY WORKSHOP?

Are you, as a firm, aware of our  
**COMPLETE SERVICE**  
comprising **ALL** these features?

1. Initial consultation and planning.
2. Study your product to merchandise it successfully.
3. Design an economical, reusable exhibit.
4. Engineer, build and finish exhibit—pack and ship to Shows.
5. Set up exhibit on location.
6. Dismantle exhibit at close of Show.
7. Return to storage—often in our own plant.

Try our **COMPLETE SERVICE** for your  
next Show!

## DISPLAY WORKSHOP, INC.

EXHIBIT DESIGNERS • BUILDERS • CONSULTANTS  
341 TRUMBULL ST., HARTFORD, CONN. — PHONE JA 2-3237  
SALES AND SERVICE OFFICE — 15 WEST 44 ST., N.Y.C.



When Royal moved to Hartford in 1908 Mr. Cook came too, and three years later was made factory manager. In 1913 he was elected vice president in charge of production and a director of the company.

Mr. Cook, at his death, was a director of the Royal McBee Corporation, the Phoenix Fire Insurance Company, the Connecticut Fire Insurance Company, the Veeder-Root Company, the Spencer Turbine Company, Taylor and Fenn Manufacturing Company, the Swift Chemical Company and the Silent Glow Oil Burner Company, of which he was also Board Chairman.

Twice honored by his community, Mr. Cook was presented with the Jewish War Veterans Citizens Award in 1947, and Trinity College bestowed an honorary master's degree on him in 1936.

Mr. Cook leaves his wife, two sons, Alan S. Cook, assistant to the president of Royal; Charles B. Cook, Jr., Roytype factory manager, a daughter, six grandchildren and six great-grandchildren.

### Eleven Years of Growth at ABA Tool and Die Co.

(Continued from page 8)

other is remarkably well preserved for its age.

Even before moving out of the Grandview Street plant, ABA had done subcontracting work for the aircraft industry. The first sub-contract work was done in 1948 for the Pratt & Whitney division of the United Aircraft Corporation.

Shortly afterwards ABA started to do work for Hamilton Standard Division as well as for Fenn Manufacturing Co. of Newington, another sub-contractor, which turns out products for still another United Aircraft division, —Sikorsky.

Although primarily a subcontracting operation, ABA is always interested in manufacturing products for sale. The company does produce two proprietary items. One is a lathe-tracing attachment, called a D.C. Caulfield Copy-Master, the other a magnetic sheet steel separator. The company started to manufacture these two items about two years ago to take up the slack during periods when business was slow. But slow periods have been few at the young and bustling ABA plant.

## ★ MEET Clankin' Hank!

A man of the world, Hank was made in 1893 from standard Billings drop forgings for the Colombian Exposition in Chicago. Since then he has clanked his way from Australia to Africa to Europe—a symbol of the backbone of Billings business!

Billings drop forging engineers and craftsmen have the equipment and skill to meet every forging requirement.

★ A brochure describing Hank's forged "bones" available free upon request.

## NEED FORGINGS?

Write for BILLINGS FORGING BROCHURE

THE BILLINGS & SPENCER CO.  
7 Laurel St., Hartford 1, Conn.

name

company name

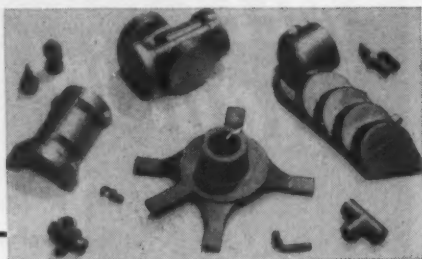
street address

city

state

**BILLINGS®**  
QUALITY TOOLS AND FORGINGS SINCE 1888

## Increase Your Product's "SELL" with Castings by FRITZELL



You can improve your product's sales, and performance after sales. Yes, you can help its ability to sell with castings by FRITZELL; porosity-free, uniform in mechanical and structural strength batch after batch; castings that give your customers satisfaction long after your sale is closed!

Many of America's finest products

are made with castings by FRITZELL. Why not trade on this experience to make *your* product better?

Fritzell's ability to make intricate, sand-molded castings since 1916 has earned the reputation "If nobody else can make it, send it to Fritzell." Improve *your* product's "SELL" with quality castings by FRITZELL!



WRITE or PHONE for further information. Pattern facilities available.

### FRITZELL

SINCE 1916

Foundry & Casting Co.

BRASS, BRONZE & ALUMINUM CASTINGS  
571 Dixwell Ave., NEW HAVEN UNIV. 5-6996

## My Impression of the White House Conference

(Continued from page 16)

but in any event the amount being considered will not be sufficient to take the real load from the localities and the state. Many a school board is living in a dream world of waiting for Uncle Sam to do the job which it is their responsibility to present to their communities and their states. If the temporary construction program proposed by President Eisenhower and endorsed at the conference by Vice-President Nixon and Cabinet Secretary Folsom is provided, the big portion of the load will remain at home. Careful planning, imagination in looking for new answers to old or increasing problems, and the will to train tomorrow's citizens for the world they will face remains our biggest challenge in the view of this observer.

## Pre-Determining The Market Acceptance of New Products

(Continued from page 17)

Even though your new product idea comes through the evaluation process with a high score, you have no absolute assurance that it will be a success. At this stage you are only dealing with probabilities. You have reason to assume that a market exists, that the product will be attractive to the market and that it would be possible for you to make the product and distribute it. You also believe that it will be possible to get facts that will either prove or disprove these assumptions. In the next section we will discuss ways to get facts about the first two assumptions.

If you have a market research department or agency, a general study of the markets for the new product will have started even before the idea was evaluated. Such studies will tell you how big the total market is, who the most important customers are and where they are located. They may also include average prices paid for products like the proposed one and some of the essential features that such a product should have. As soon as a model or prototype of the new product is ready, market research can begin to get comments and criticisms from potential customers so that information about the ultimate design, price and sale of the product can be accumulated.

## Time Running Out ?

competitors getting ahead?

Maybe:

- ... it's time to sell out
- ... it's time to reduce personnel
- ... it's time to retreat

Probably:

- ... it's time to improve products
- ... it's time to analyze sales
- ... it's time to evaluate advertising

### R.H.Young and Associates

998 Farmington Ave.,

ADVERTISING

West Hartford, Conn.





## Two ways to dictate... one cuts work in half

Ever realize that shorthand dictation is "double writing"? Secretary sits through pauses, interruptions while man dictates... takes time converting words into code... later translates and types.

Compare this with dictating your work on the Dictaphone TIME-MASTER dictating machine and DICTABELT record.

Man dictates independently any time. DICTABELT record captures what he says unmistakably. Secretary types directly from clear DICTABELTS—con-

trols volume, tone, speed. Result? Faster, cheaper, more accurate communication.

Other DICTABELT advantages: *flexible, unbreakable, permanent* records, can be *mailed* or *filed* like a letter. Can't be erased by accident. Visible dictation makes quick place-finding. *Most economical*—average day's dictation for stamp money.

For more facts, write Dictaphone, 420 Lexington Avenue, New York 17, N.Y. or call the Dictaphone office in your city.



The Dictaphone TIME-MASTER dictating machine.  
"Takes the words right out of your mind."

# DICTAPHONE CORPORATION

In Canada, write Dictaphone Corporation, Ltd., 204 Eglinton Ave. East, Toronto... In England, Dictaphone Company, Ltd., 17-19 Stratford Place, London W.1. Dictaphone, Time-Master and Dictabelt are registered trade-marks of Dictaphone Corporation.

If you have to get this information yourself or rely on a few salesmen to do so, you will have to follow the same general procedure. The first step is to list all the possible markets for the product and then narrow the field down to the most logical ones. The next step is to make a sample that will approximate the final product as nearly as possible. If a sample or model

is out of the question, at least prepare an attractive drawing or photo and a good description of the product's properties. When these steps are taken you are ready to reach for your hat and go see people.

There are two approaches to the market testing of a new product. There is the qualitative approach and the quantitative approach. By the qualita-

tive method you seek out people who are qualified experts in their field and get their opinion. Such might be buyers for mail order houses, chains, large jobbing concerns, or industrial buyers. The qualitative method works very well for industrial products or for consumer products that you intend to distribute through large retail or jobber organizations.

If you intend to sell your product directly to consumers or to deal with a number of small retail establishments you will probably use the quantitative method. By this method you get the reaction of a large number of consumers, chosen at random, to your product. This method is relatively expensive and should be carried on by a market research agency which has had experience in such surveys. They have techniques for doing such work which will get you the answers at minimum cost.

Obviously, if the production cost of the new product is low and a few talks with buyers convince you that you are on the right track, the next logical thing to do is to put the item into production and sell it. Where production costs are high however and tooling is expensive you must rely on market research methods to find out as much as possible about the market and the final design of the product before you spend money for tools and equipment.

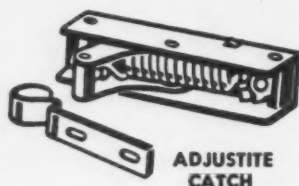
If you do your own research you must think of yourself only as an impartial investigator and set aside any enthusiasm that would interfere with your objectivity when you are asking questions and recording answers. This is a hard thing to do and the reason why large companies seldom rely entirely on their salesmen for market testing. When you set out to do qualitative research be sure to see enough people. Don't launch your product on the say-so of one "important" buyer. See just as many of them as you can, and make very sure that they are not merely being polite.

It is wise to plan your questions in advance and ask the same questions of each person you interview. Record the answers and when you have completed several interviews set them up in tabular form. Also, record and save every bit and piece of information that you hear about the market during your interviews. After all, if your first new product is successful, you may want to go to the well again and again.

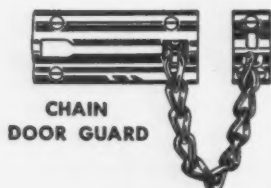
## IVES BUILDERS' HARDWARE *Quality Leadership* IS NO ACCIDENT



WEATHER-TITE  
SASH LOCK

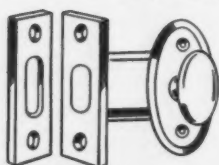


ADJUSTITE  
CATCH



CHAIN  
DOOR GUARD

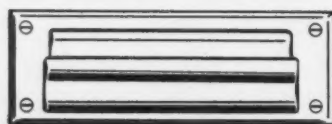
For EIGHTY YEARS, IVES has pioneered in the design and manufacture of Quality Builders' Hardware. Through the years, IVES Craftsmanship — as typified in the products illustrated — has set standards which are recognized everywhere as . . . The EXTRA QUALITY Touch!



MORTISE  
DOOR BOLT



HEAVY DUTY  
CASEMENT OPERATOR



WEATHER-TITE LETTERBOX PLATE



for the EXTRA QUALITY touch!



MAIL BOX

HEAVY DUTY  
CASEMENT  
OPERATOR

BAR SASH LIFT

COAT AND  
HAT  
HOOK

SASH FASTENER

CASEMENT FASTENER

DOOR STOP

FLOOR  
DOOR  
STOP

TRANSOM  
CATCH

ADJUSTITE CATCH

HAND RAIL  
BRACKET

*from our Steel and Aluminum line  
of Quality Finish Hardware*

THE H. B. IVES COMPANY

NEW HAVEN, CONN., U.S.A.



# Connecticut — A Good State for Industry

## Industrial Construction Increase 32% In a Single Year

**I**N 1955 \$47,896,000 was awarded in industrial construction contracts. This was an increase of \$36,165,000 or 308% over 1950. Perhaps more indicative of the dynamic industrial growth, is the increase of 1955 over 1954 which was a startling 32%.

What fosters such a growth as this? Certainly from the picture painted by many people in other sections of our country it should not be happening to any state in New England. The truth is New England, as a region, is traveling economically upward and its leading industrial state, Connecticut, matches or surpasses the absolute growth of virtually every state in the union.

Let's take a more thorough look at Connecticut's thriving industrial economy.

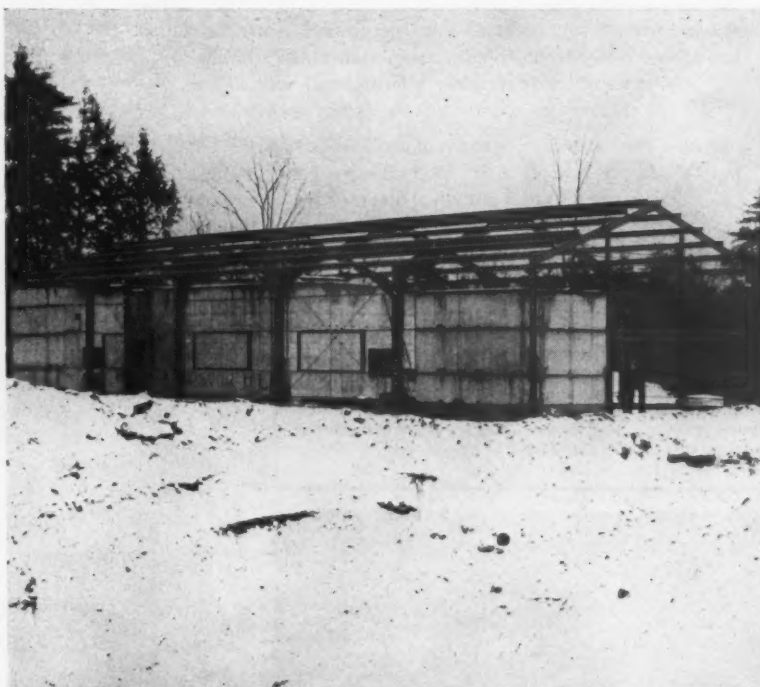
Connecticut has an industrial base which encompasses 75% of the major industry groups as classified in the U.S. Census of Manufacturers. A large percentage of this manufacture is in metal-working industries which are experiencing a steady and rapid growth. This increase in the durable good industries has more than taken up the slack created by the lessening of textile employment. Connecticut's manufacturing employment has, in fact, grown 29.3% from August 1940 to August 1954.

Although the state ranks 46th in area and 28th in population among the 48 states, it consistently ranks higher than that in production and earning statistics. Connecticut is first in per capita defense contracts awarded and third in per capita income payments to individuals. Further, the state stands 11th in total factory wages paid, 12th in value added by manufacture.

Increasing industrial activity has fostered a general business increase of 52.6% since 1944, a per capita income increase of 48.6% since 1945 and an effective per family buying income of \$6786 as of 1954 which was 1st in the nation.

Our states' industries have not only increased their plant capacity at a phenomenal rate, they have also kept abreast of technological advances and incorporated them in existing productive processes.

During the period between 1947 and 1953 value added by manufacture



*February 1956. Beginning of a giant research center for Combustion Engineering Corporation in Windsor, Conn.*

increased 67.2% from \$1,896,540,000 to \$3,192,556,000. During this same period manufacturing employment increased 11.1% from 412,000 to 458,000. Comparison of these two figures shows that value added per employee increased from \$4600 to \$6960 an increase of \$1360. A large part of this increase can be attributed in increased use of mechanization and automated processes. Connecticut's progressive electric utilities have aided in the planning and installation of mechanized or automated production facilities and they are continually planning for expansion in order to serve the demand such modernization places on their productive capacity.

Industry outside of Connecticut is also showing more interest in the state as evidenced by the recent branch plant locations of such companies as Combustion Engineering, American Radiator and Standard Sanitary Corporation and Jones and Laughlin Steel Corporation.

These figures are but an indication of the healthy and active economic picture of Connecticut. This state can provide versatile skilled labor acknowledged as the equal of any in the world along with living conditions second to none. Our towns are progressive in planning for their growth yet stable in governmental and financial process. Connecticut has a concentration of educational facilities which are the envy of the nation and a location convenient to national and foreign markets. It is easy to see why Connecticut has grown as it has and why it cannot help but grow even more prominent as the Nation's best state for industry.

**The Connecticut Light and Power Company, The Connecticut Power Company, The Hartford Electric Light Company, The Housatonic Public Service Company, The United Illuminating Company.**

# THE PEOPLE BEHIND the PRODUCTS *At American Thread*

A Company's success is largely determined by the ability of the men and women who make up the organization. American Thread has been a successful member of the Willimantic Community for 58 years which is certainly a testimonial both to our employees and the products they make.

During this time the Company and the people on its payroll have made every effort to be good citizens—contributing to and participating in the city's growth. This series introduces some of the Willimantic citizens who help make the thread and yarn products which are among the finest made anywhere in the world.

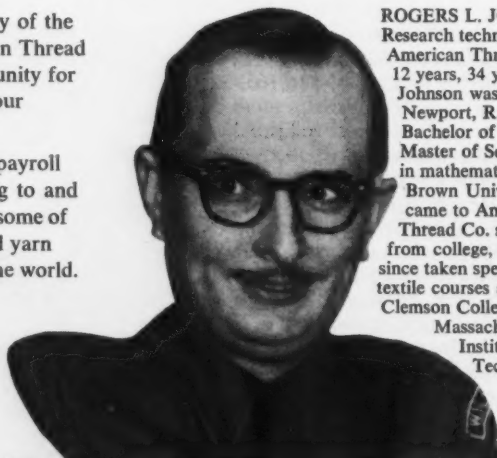
**THE \$7600 QUESTION**—Eyebrows would be raised if you read an ad for an American Thread job requesting the applicant to bring \$7600 for the purchase of tools and equipment before he could go to work. True, it isn't being done. But just as true is the fact each job in the company costs \$7600 to provide. This is the investment for tools, plants and equipment per employee.



**IT'S GOT TO BE UP TO PAR**—Johnson's job keeps him busy supervising American Thread Co.'s "Seam Engineering" program—recommending best thread and number of stitches needed for various types of seams in clothing submitted by manufacturers. Johnson also supervises American Thread Co.'s testing program for constant improvement of current products, development of new ones.



 **THE AMERICAN**  
*Thread* COMPANY  
WILLIMANTIC, CONNECTICUT



**ROGERS L. JOHNSON**—Research technician with American Thread Co. for 12 years, 34 year old Johnson was born in Newport, R. I., has a Bachelor of Arts, Master of Science in mathematics from Brown University. He came to American Thread Co. straight from college, has since taken special textile courses at Clemson College and Massachusetts Institute of Technology.



**FOR WORK WELL DONE**—Johnson presenting Merit Badges to (l. to r.) Jack Hardwick, Rudolph Lekerczyk, Frank Lincoln, Alfred Beaugard. The boys are all members of Boy Scout Troop 32. Johnson has been Assistant Scoutmaster of the group since 1943.



**PHILATELIST**—While mother, Mrs. Ethel P. Johnson, watches, Johnson works on stamp collection in their home at 33 Pennywood Lane. Johnson is also active in Willimantic Junior Chamber of Commerce, of which he is a Director, charter member, past secretary, past treasurer. Last year, Johnson chaired March of Dimes drive for Town of Windham, organized it as cooperative effort among Willimantic service clubs. Drive went over its quota, won U. S. Jaycee First National Award in Population Class for Public Welfare Funds for Willimantic chapter—"Spark Plug and Key Man Award" for Johnson.

## HOW WOULD YOU DECIDE?

In this department each month there will be published labor relations grievances that were settled by arbitration. Read the grievances and check your opinion against the arbitrators ruling. Selection of cases made by MAC counsel.

**May an employee be discharged for a series of violations of company rules, no one of which is offered as justifying the discharge?**

Here's what happened.

As in every well run plant, the company adopted shop rules which were admitted to be reasonable and which all agreed were within the right of the company to establish. They were not a part of the union agreement but a copy was given to the union and they were generally known by the employees. The employee involved was a union steward and although he claimed he never saw a copy of the rules prior to his discharge he did admit he knew he was not supposed to do the things with which he was accused by the company as violations of company rules. No attempt was made to justify the discharge as a violation of any specific rule but rather for a series of violations of a number of different rules.

**Do you feel there should be a major breach of discipline to justify discharge or is it sufficient to prove a continuing practice of minor violations?**

The arbitration board agreed with the company that a continuing course of action disrespectful of authority, and continual violations of reasonable rules add up to a sound basis for serious discipline and are proper cause for discharge. Some of the violations were attempted to be excused by the union on the ground they resulted from an attempt by the employee to give adequate service to the union members in his capacity as a union steward. To this the board pointed out that because he was a union steward his observance of rules should be on the side of good example rather than to the contrary, as the evidence sufficiently established.

**When the company is required to pay four hours call-in pay and the**

**work in the employee's classification runs out can he be assigned to other work?**

Here's what happened.

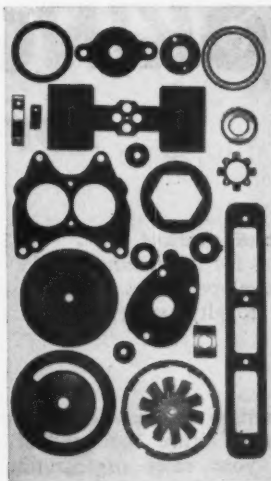
Under the contract the company was required to furnish four hours work or give four hours pay when an employee reported for work unless he had been notified not to report. On the day in question the employee's incentive work as a grinder ran out, after working less than two hours, following the starting time of the shift. He was then assigned to

cleaning up around his own machine, which he did, and then was requested to clean up around other machines in his department. He objected on the ground that the work was outside of his job classification and further that it was undignified and humiliating. The relief sought in the grievance was a ruling that an employee could not be required to perform such work outside his job classification in order to qualify for reporting pay.

The company contended that it had no intention of making unreasonable requests which might humiliate the employees but that the cleaning work assigned was similar in nature to that normally performed by the employee and was a proper exercise of management's right to furnish four hours work since it was required to pay four hours pay at the employee's regular rate.

**Would you consider the company was justified in utilizing the employee's time for the remainder of the four hours in that manner?**

## AVAILABLE RIGHT HERE IN CONNECTICUT...



### A Complete Range of

- Gaskets • Spacers
- Packings • Seals
- Washers • Shims
- Bushings

Auburn is at your service—80 years of engineering "know-how" in designing, fabricating and developing for every purpose . . . and in virtually any material, including:

- Leather • Asbestos • Cork • Rubber • Cardboard • Silicon Rubber • Neoprene • Brass • Aluminum • Felt • Phenolics • Compositions • Cloth • Fibre • Paper • Plastics • Steel • Copper • Teflon • Special Materials.

Send us your specifications or blueprints. You'll receive quotations, recommendations . . . with no obligation.



**AUBURN MFG. COMPANY**  
316 Stack St., Middletown, Conn.

Specialists in Gaskets and Packings for More than 80 Years  
Representatives: Atlanta, Ga.; Detroit Mich.; St. Louis, Mo.; Los Angeles, Cal.; Minneapolis, Minn.; Washington, D. C.; Cincinnati, O.

# JOHN J. PLOCAR *Company*\*

MANAGEMENT CONSULTANTS

**SPECIALIZING IN MANAGEMENT PROBLEMS  
OF SMALL AND MEDIUM SIZED COMPANIES**

- Organization
- Methods and Incentives
- Job Evaluation
- Production Control
- Factory Layout
- Cost and Budgets
- Foremen's Bonus
- Office Procedures
- Personnel Administration

UPON REQUEST WE WILL GLADLY SEND, WITHOUT OBLIGATION,  
A COPY OF OUR FREE BOOKLET, "AN IMPLEMENT  
TO SOUND MANAGEMENT."

\*  
**STAMFORD, CONNECTICUT**

**we are  
LOOKING  
for**

**PRODUCTS**

to manufacture and market . . .

Our modern facilities for fabricating metal and our already developed sales markets are available on a royalty or percentage basis to you.

**PRODUCTS**

to manufacture and package for you

We will manufacture the product completely for your sales organization and make shipments as you designate. Or you supply parts and we will finish, assemble, and ship.

**Let's Talk It Over.**



The arbitrator pointed out that this was a temporary assignment only, which involved an extension to other machines within his general work area of job duties he normally performed as part of his regular work. There was no indication that humiliation was intended or existed and since there was no other work more closely related to the employee's major job duties the company was justified in assigning the employee to that work during the four hours for which it was required to pay him.

★ ★ ★

**How long must an employee be given to comply with a written warning?**

Here's what happened.

A group leader held frequent and lengthy conversations with one of the female employees under his supervision and admitted that the number of such conversations was excessive. He was given repeated warnings aimed at correcting this condition but the effect of these warnings and promises to rectify the condition always seemed to wear away in a couple of weeks and the condition became as bad as ever. Finally the foreman gave him a written warning. The following morning the employee engaged in a half hour conversation in violation of the warning and was discharged.

**Should he be given another chance?**

The arbitration board considered that the employee's conduct was wrong and the company had every right to expect it corrected. The board even felt that the company had been patient in awaiting a reform and that the written warning might have affected that reform had the opportunity been allowed. However, it did decide that the discharge by the company was hasty and that the employee should be given further opportunity to show the company that he had taken the warning seriously. The board did not state how long such an opportunity should continue.

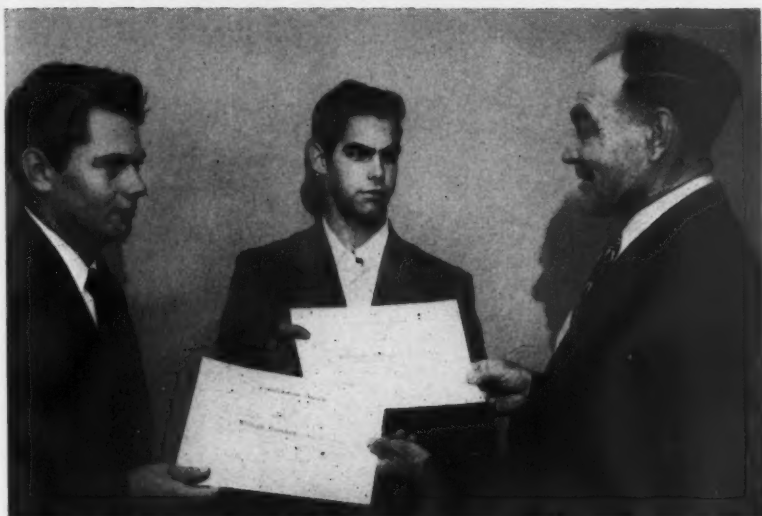
## **Sixth Annual Conservation Conference Features Causes, Effects and Remedies of Floods**

*(Continued from page 18)*

A. L. Polley, vice president, Hartford Fire Insurance Co.

Among the chief recommendations made to control floods in the future were: The construction of dams, dikes and reservoirs, flood plain zoning and proper land management.





WILLIAM BRACKEN, Watertown, and Coddington Billings, Stonington are shown receiving Conservation Award certificates from Dr. Raymond Kienholz, Professor of Forestry, University of Connecticut.

Conservation awards for outstanding conservation accomplishments were presented to William Bracken of Watertown, and Coddington Billings of Mystic, who were nominated for the awards respectively by Future Farmers of America and the 4-H Clubs. In a third award, Austin F.

Haines, retired state forecaster, was named "Conservationist of the Year" by the Council.

A graphic display of the causes and effects of floods in the Connecticut River watershed, exhibited in Boston recently, was also a feature of the conference.

The exhibit consisted of a blown-up map of the entire Connecticut River watershed from Long Island Sound to the river's source close to the Canadian boarder. Spotted on the map are flood control dams already in existence and others projected for the future and already approved by the Interstate Compact Commission.

## WHAT CONNECTICUT MAKES MAKES CONNECTICUT

Manufacturers of  
**DRY PRESS**  
(STANDARD ITEMS)

**FIRE BRICK**  
**SPECIAL SHAPES**  
(MUD PRESS)

IN ANY SHAPE  
OR QUALITY DESIRED

**THE HOWARD COMPANY**  
250 Boulevard, New Haven, Conn.  
SPruce 7-4447



TEMCO ELECTRIC FURNACE

# SAVE

IN EVERY CORNER  
(DETAILS ON REQUEST)

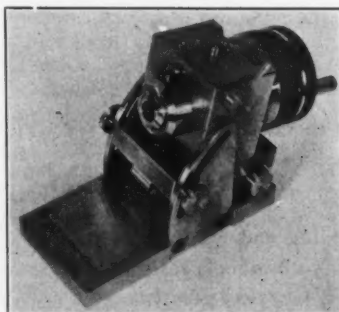
GALE FORSSEN CO.



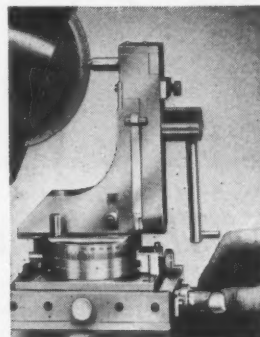
MUNSONVILLE, N. H.

CONNECTICUT AGENT

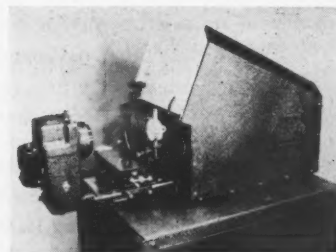
JOHN J. FAZEKAS  
740 KNAPPS HWY.  
BRIDGEPORT



MASTER GRINDING ATTACHMENT



J & S 'FLUIDMOTION'  
WHEEL DRESSER



'TARGET' COMPARATOR



## *There's no **blackout** at night on concrete*

Confidence. Freedom from tension. These are yours when you drive at night on light-colored, high light-reflecting concrete. *You can't be safe when you can't see.* Not only is there no blackout at night on concrete, but there is greater safety in concrete's gritty, skid-resistant surface that grips your tires firmly when you apply the brakes, making it easy to slow down or stop, even in the rain.

Concrete not only is the safest pavement, but the most economical. It usually costs less to build than other pavements designed for the same traffic, costs less to maintain and lasts much longer. Low first cost, low maintenance cost and long life combine to make concrete the **low-annual-cost** pavement.

Mr. Motorist, your license fees, gas and other taxes pay for building and maintaining roads and streets. Make sure that you get the very best pavement for your money. Insist on safe, economical, long-lasting, **low-annual-cost** concrete. It's your very best pavement value.

## **P O R T L A N D   C E M E N T   A S S O C I A T I O N**

250 PARK AVENUE, NEW YORK 17, NEW YORK

A national organization to improve and extend the uses of portland cement and concrete through scientific research and engineering field work

## BUSINESS TIPS

from

School of Business Administration

University of Connecticut

### Advertising and Automation or, How to Prepare For The Marketing Revolution

By ROLAND B. SMITH, Associate Professor of Advertising  
University of Connecticut

**A**UTOMATION has become a popular term. It is used variously to describe a process performed automatically which was once performed manually. As the term is used here, automation refers to mechanical selling or automatic vending without benefit of salesmen.

The shift away from personal selling toward self-service by customers and still further toward automatic vending by machines has progressed rapidly. It has been predicted that the mechanizing of distribution can be expected to effect marked changes in our marketing structure within the next 15 years.<sup>1</sup> Actually the term "Marketing Revolution" is heard with some frequency to describe the future.

What effects might all this have on advertising? Advertising has been called "Mechanized Selling" since it can perform without the aid of personal salesmanship several of the steps in the sales process, e.g. attract attention, arouse interest, stimulate desire, etc. Considering many products currently being bought from vending machines and from self-service stores, advertising can be credited with having performed a very large part of the selling function.

With this background advertising business is probably better prepared for automatic, mechanical selling than are other phases of marketing. Consequently, the impact of automation will likely be less.

Notwithstanding, the effects will be felt. The product will be affected, as will its package. Advertising techniques will be influenced. In summary, products will have to be good to survive, although technical differentiation will likely diminish. The package must work harder than ever before to protect, identify, and to sell its contents—both before and after purchase. Advertising as a marketing tool must do a more complete selling job and it will have to be more educational in content if less persuasive in tone. We may expand a little on these three points.

#### The Product

It is hardly possible without benefit of patents to retain a technical product feature exclusively for more than, say, three to six months. No producer has a monopoly on engineering and pro-

ductive talent, and copying is too profitable to be resisted. Hence product differentiation in the technical sense can be expected to diminish, and what differences persist will be largely superficial, methodological, and—highly subjective within the consumer. (Leading toilet soaps are a present day example. They vary in color, in perfume, in package, in shape, but they all cleanse.)

Quality control will come in for greater attention as it becomes increasingly necessary for products to meet the advertised standards of performance. (Of course, if the product is produced by automation the control of quality is implicit in its manufacture.) Returning the unused portion to "get your money back" may not assuage the hurt of consumer disappointment or dissatisfaction. Indeed some new method of handling such complaints will doubtless be needed.

#### The Package

Mechanical selling implies packaging for most products. It is none too soon to consider present packages for maximum protection against time, heat, light, cold, dampness, dryness, impact, insects and germs. Packages might also be reviewed for size and shape and adaptability for automatic vending.

In addition, packages should be studied for maximum identification, self-selling ability, and for clarity and completeness of instructions for use.

Because it takes time for changes in a package to be learned and accepted by consumers an early start toward re-vamping may well prove worth-while.

### WALTERS BUSINESS FORMS, INC.

612 Capitol Avenue, Hartford 6, Connecticut

#### WHY WE LITHOGRAPH MANIFOLD FORMS

Lithography, which basically is the photographic reproduction of forms, has eliminated the old methods of type setting, metal rules and the need for expensive halftones and plates. The resulting lithographed stationery, produced on fast offset lithograph presses, surpasses in appearance and performance similar forms produced on slower letterpress equipment. In addition to these advantages lithography makes it possible to utilize design and art work to the full advantage of the customers without added cost.

Call CHapel 6-6881

Charles H. Walters, President



<sup>1</sup> For a highly rated discussion of automation and its meaning for marketing see the report of a speech by Peter Drucker before the American Marketing Association Convention, New York, 1955, Advertising Age, January 23, 1956, p. 55.

**highest  
quality**

**photo  
engravings**

**from  
line plates**

**to**

**four color  
process**

**shuttleworth,  
inc.**

338 ANN STREET, HARTFORD, CONN.

## Advertising

For the advertising of many products automation may have far reaching effects. Brand preference will have to be built largely on subjective grounds. This means a bigger job for advertising to establish the product as the best means toward the consumer's goals, i.e. the best solution to his problems. This, in turn, will attach added importance to consumer motivation research in order to find what consumer needs or wants are subject to satisfaction through the purchase and use of the advertised product.

Second, while advertising is creating desire for a product, it must also minimize or eliminate the prospect's fear that he might later regret the purchase; (very important to the buyer as he stands before some vending machine). This means advertising must supply full and complete information so as to leave no reasonable questions unanswered. Claims must be not only true, but believable. Guarantees must be simple, clear and meaningful. In short, advertising will need to be more educational even at the cost, if need be, of being less directly persuasive. The advertiser's goal might well be conversion rather than conviction.

With automation advertising will come into its own as an efficient marketing tool, provided, of course, management is prepared to use it properly.

### The Sibley Company Story

*(Continued from page 10)*

stallation in a much smaller area than would be possible through conventional hand wiring.

To give some examples of the miniaturization possible through such a process, one eastern manufacturer is producing a complete radio transmitter including microphone, circuit and power supply within a plastic housing  $2\frac{1}{8}'' \times 2\frac{3}{8}'' \times \frac{7}{8}''$ ! There are at least five types of subminiature 132-144 mc. radio transmitters consisting of circuits "printed" on the glass envelope of a single tube  $\frac{3}{8}''$  in diameter and  $\frac{1}{4}''$  long; they require only connection to a microphone and battery to operate.

Today, The Sibley Co. is supplying an ever increasing number of the nation's electronic manufacturers with "pre-fabricated" circuit panels. These shock-resistant panels are smaller, more

reliable, easier to install and service, and lower in cost than the conventional maze of complicated hand wiring and soldering. Manufacturers of electric games, household appliances, communication and business machines, and highly specialized devices so essential to our national security program, are finding that printed commutators and circuits reduce production bottlenecks by allowing unskilled labor to assemble complex circuits faster and with little chance of error. Because of the complexity of modern wiring circuit systems many firms find that servicing after installation is an acute problem. The ease of replacing defective sub-assemblies in a complex installation introduces new possibilities in manufacture and maintenance, particularly applicable to rural and foreign markets where maintenance is a difficult problem. By the use of plug-in connectors, different units of sub-assemblies can be removed, tested and replaced without time-consuming individual circuit tracing often by inexperienced service personnel. In many cases, complicated repairs can be made "in the field", thus eliminating return of equipment to the factory.

Another significant advantage of printed circuits is that once manufactured, they are less likely to be tampered with, for tampering is readily detected. A manufacturer who places a guaranteed device on the market has certain assurance that his designed circuits will not be altered and escape detection.

Certainly a marked advance has been made in the field of printed circuits but many problems of materials and procedures are still to be solved. At the Sibley Co., a separate research and testing department has been established in order to offer its customers and potential customers the fullest possible assistance in designing and adapting "pre-fabricated" circuit assemblies to their production lines. Also, research and experiments are being conducted to improve present methods, and in developing better commutators and circuits on glass and quartz for performance under severe operating requirements and locations.

The position of the Armed Services is;—"We want electronic equipment that takes up no space, weighs nothing, but will do everything." Perhaps we almost have this in the form of printed circuits, and if so, Connecticut's printed circuit manufacturers, like the Sibley Co., will have a large part to play.



# SPOTLIGHT ON THE FUTURE\*

By MARSHALL PEASE  
Assistant Manager of Purchases  
Detroit Edison Company  
Detroit, Michigan

## General Business Conditions

The February survey confirms the slight leveling off in industrial business conditions that was reported in January by Purchasing Executives. While the February figures on production (better 32%; same 56%; worse 12%) remained about the same as the January percentages (33%; 54%; 13%, respectively), the new order position for February is reported to have declined slightly. Only 30% see improvement: 52% report the position to be the same, and 18% show a decrease, in comparison with last month's 34%, 48% and 18%, respectively.

Commodity prices remain high, with a minor modification of the rate of upward trend. Inventories of purchased materials climbed slightly. Employment continues good, with many again expressing concern over the shortage of skilled and technical personnel. Buying policy reflects a middle ground pattern, with production materials and MRO supplies strongest in the 30- to 90-day range.

On a special question asked this month, the predominant opinion is that the supply-to-demand ratio for materials will improve. Of those who reported, 62% feel it will definitely ease, while 28% expect no change in the next six months. Only 10% anticipate any worsening of the situation.

## Commodity Prices

The reports this month show a slight reversal of last month's trend in price advances. This month, the number mentioning price increases dropped 5%, to 58%, from 63% in January. Similarly, price decreases were reported by 3% in February, as against none in January, while 39% found prices remained the same, compared with 37% who so reported last month.

\* Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Acting Chairman is Marshall Pease, Assistant Manager of Purchases, The Detroit Edison Company, Detroit, Michigan.

Although the reporting percentages indicate a slight weakening in the general price structure, most Committee members comment that they see no immediate prospect of relief from current high prices.

## Inventories

In February, 30% of the purchasing agents surveyed report inventories higher than a month ago, compared with 23% in January. They indicate the movement reflects seasonal patterns, automotive cutbacks and lowered consumption of stocks. 55% reported inventories to be the same, compared with 60% in January; and 15% reported them to be lower, against 17% a month ago.

## Employment

There is still no indication of a reduction in employment rolls. While 9% reported in February (against 8% in January) that employment is lower than a month earlier, the slight rise is generally considered to reflect seasonal or local conditions. Again this month, 71% report employment to be

the same, and 20% (against 21% in January) say employment is up over a month ago. Skilled and professional help, especially engineers, remain on the scarcity lists. Many also continue to mention shortage of competent stenographic and clerical applicants.

## Buying Policy

The Committee's February reports indicate a middle of the road trend in purchasing policy. For production materials, there were 36% reporting in the 90 days plus level and 5% on a hand-to-mouth basis; last month, the figures were 44% and 3%, respectively. However, reports show 21% in the 30-day bracket and 38% planning 60 days, while in January those percentages were 24% and 29%, respectively. On MRO supplies, 13% say hand-to-mouth; 40% plan 30 days; 30% report 60 days, with 17% at 90 days plus. For capital goods, 74% report coverage of 90 days or better.

## Specific Commodity Changes

Steel continues to dominate the price and supply situation.

*On the price up side are:* Brass, copper, steel, castings, steel plates, steel bars, steel pipe and fittings, zinc, selenium, linseed oil, paper, fuel oil, coal, some insulating materials, cement.

*On the down side are:* Steel scrap, mercury, cocoa, rubber.

*In short supply:* Aluminum, copper, nickel, steel (structural, castings, plate, sheets, stainless, wide flange beams, pipe), titanium dioxide, selenium, paper, kraft paper, fuel oil, glass, cement, bearings.



THE STEPHEN B. CHURCH CO.  
SEYMOUR, CONN.  
Tel.—Tuxedo 8-2132

Would you like to cut your water costs in half? That is what "CHURCH" Wells are doing for many Connecticut industries—the cut shows 1,000 G.P.M. of 52° potable water being pumped from one of our wells used for a municipal supply.

Gravel Packed Wells  
Deep Well Turbine Pumps

Rock Wells  
Storage Tanks

SPECIALISTS IN LARGER WATER SUPPLIES

A PART OF OUR FLEET OF TRUCKS  
SERVING CONNECTICUT AND  
WESTERN MASSACHUSETTS INDUSTRY



WYATT INC.

BUNKER "C" FUEL OIL  
DIESEL OIL • LIGHT FUEL OIL  
BITUMINOUS COAL  
BY  
STEAMER, BARGE, TRUCK OR RAIL

**WYATT, INC.**  
NEW HAVEN, CONN.

TERMINALS • EAST & WATER STREETS • MAIN OFFICES • 157 CHURCH STREET  
PHONE STATE 7-2175

## ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

### What a Flood Taught About Records Storage

**T**HE disastrous 1955 flood through Connecticut's industrial sections pointed up some interesting and vital principles for filing and maintenance of records. Preliminary investigation reveals the following:

1. Filing systems, even in small concerns, should be somewhat decentralized for filing similar information. As an example of this need, one incident stands out. A small concern with \$80,000 in accounts receivable moved its customer records to the balcony when the flood notice came, feeling that these records would be safe. Because of the height to which the water rose, these records were swept away without a trace. Luckily, a recent copy of the aging accounts receivable had been filed in another place. This list provided a basis for establishing new records at a time when collections were urgently needed. Although invoices from the date of the aging list had not been washed away, all records of cash receipts were gone. Deposit slips were obtained from the bank but they did not identify the individual checks. It was necessary to look at 400,000 micro-filmed checks at the bank to identify the detail on the deposits.
2. Written accounting records should be in waterproof ink or pencil. Examination of some records revealed that waterproof ink remained legible, whereas other types of ink washed away. Pencil figures also retained their legibility. The use of red ink may result in transferring red marks to other pages and smearing them.
3. Machine records and typed material stood the test of water-soaking without much damage. Many records, such as accounts receivable ledger cards, were made usable again by sterilization and ironing. The binding of machine-produced records should be considered, since bound records were more frequently recovered. Time cards of employees were lost in many instances and it was necessary to make wage payments on the basis of employees' recollection of hours worked.
4. A factor to be considered in filing valuable papers is the susceptibility of the storage place to floods. Company vaults were considered fairly safe against fire, wind, or theft. However flood waters did not respect the iron doors and many valuable papers were soaked and covered with silt. It should be pointed out that the water reached the height of about twenty feet, which meant that one-story buildings were entirely submerged in the flood areas. The water came so rapidly and forcefully that doors were broken and water surged through buildings, carrying away documents of all sorts. Many firms were successful in moving out some of the essential records before the water reached them. However, in this emergency (it happened more often than one would like to admit), it was discovered that less important papers were saved at the cost of losing more important ones. Evacuation, in any case, cannot be relied upon because trafficways are crowded at such a time with vehicles moving property.
5. Punched cards, if covered with water, absorbed the water and

## MORRISSEY & CHENEY

*Insurance*

GERARD MORRISSEY

BENJAMIN CHENEY

E. LEONARD CLARK

INSURANCE CONTROL  
FOR

INDUSTRIAL AND COMMERCIAL  
ACCOUNTS

163 ASYLUM ST., HARTFORD, CONN.



TRAVELLING . . . Send your product in economical, safe, sales creating shipping containers. Call

**JACK WITTSTEIN**

Box 1348, 56 Church Street  
MAin 4-5121, New Haven 5, Conn.

**HARTFORD**

*Special*

AUTOMATIC DRILLING & TAPPING  
MACHINES

AUTOMATIC THREAD ROLLERS

"SUPER-SPACERS"

AIR HYDRAULIC DRILL UNITS

GENERAL CONTRACT MACHINE WORK

THE HARTFORD SPECIAL MACHINERY CO.  
HARTFORD 12, CONNECTICUT

swelled. In some cases, the swelling broke the filing cabinets. However, if the cards were compressed in filing, it has been estimated that ninety per cent could be reproduced mechanically. Those cards which could not be reproduced mechanically could be read and reproduced by a key punch operator.

6. Microfilmed records should be stored out of possible flood areas. In microfilming, precautions should be taken to see that photographs are made of all documents to be preserved in the filming pro-

gram. In one case it was discovered that papers had stuck together, resulting in photographing only the top sheet in several groups of papers.

7. Reports on insurance coverage prepared by accounting departments should point out whether such a program includes flood loss coverage. Many executives were not immediately aware that standing fire and extended policies did not cover flood losses.

Undoubtedly many other lessons will come from the flood situation in the interest of accounting rec-

ords which can be used not only to avoid losses caused by floods but also from fires, hurricanes, bombings and other forms of disaster.

### The Tail That Will One Day Wag the Dog

(Continued from page 13)

ceiver installation, power costs would be less than one and one-half cents per hour.

First cost and upkeep are low enough to produce general acceptance of TV, in industry, with the result that more and more of the electronic manufacturers are planning all-out drives for business in this field.

Most active among Connecticut suppliers are Graybar Electric for Diamond Power Specialty Corp., Harry for Blonder-Tongue Laboratories and Robert A. Waters, Inc. for Dumont, although R.C.A., General Electric, Dage, Westinghouse and others are planning 1956 campaigns.

Several Connecticut representatives have already conducted showings of their products to invited customers and engineers, and are planning more demonstrations for the coming year.

As plant engineers and executives become more familiar with the available equipment, the tiny tail of industrial TV will grow more and more rapidly. Contributing to the coming swing to automation, industrial TV will itself be stimulated by it. The tail on the TV industry will then "wag the dog".


## LEEDS CONVEYORS WORK FOR CONNECTICUT INDUSTRY

See an exhibit of Conveyors Manufactured  
IN YOUR BACK YARD



Visit Us At The  
Connecticut Materials Handling Show  
New Haven Arena  
March 28 & 29, 1956—12 Noon to 9 P.M. Daily  
Tickets Available — Just Ask.

The Leeds Conveyor Manufacturing, Co.  
PROPERLY APPLIED CONVEYORS  
ROUTE 80  
EAST HAVEN 13, CONN.  
HOBART 7-2574



**PAPER BOXES**  
FOLDING • BRIGHTWOOD  
*and*  
**SET UP**  
**H. J. MILLS, INC.**  
ESTABLISHED 1887  
BRISTOL • CONNECTICUT





## TAXATION

By C. H. SCHREYER

Attorney

### Use of Accelerated Depreciation Methods

SINCE the enactment of the Internal Revenue Code of 1954, a great deal has been said about the advantages—and possible disadvantages—of using one or another of the accelerated depreciation methods permitted by the Code for new depreciable property acquired or built after January 1, 1954.

The depreciation method most commonly used by taxpayers before the 1954 Code was the straight-line method, by which the cost or other basis of depreciable property is depreciated evenly by the same percentage each year over the useful life of the property, so that the entire cost, less salvage value, if any, will be written off by the end of the period of useful life. It has long been felt by many businessmen that this method of depreciation is unrealistic in that it fails to take account of the fact that the actual economic depreciation of a new asset in the early years of use is considerably higher than in later years. A common illustration of this is a new automobile; everyone is aware of the fact that the loss in value of a car is greatest in the first year and least in the last year of use.

The 1954 Code took cognizance of this fact by permitting two liberalized methods of depreciation which are designed to permit greater depreciation deductions of a new asset in the early years of life, with a corresponding decrease in the allowances permitted in the later years. Over the long run, the aggregate amount of depreciation allowed under these methods will be no greater than the amount permitted by the use of the straight-line method, since in each case the total depreciation allowance may not exceed the cost or other basis of the property.

Nevertheless, many businessmen and accountants believe that there are several distinct advantages in using the accel-

erated depreciation methods permitted by the 1954 Code. In the first place, these methods bring the annual income reported for tax purposes more closely in line with the actual profits earned each year. Again, these methods result in tax savings on new acquisitions which makes it easier to modernize plant equipment. Finally, many people feel, rightly or wrongly, that the present high tax rates are more likely to go down than up in later years, so that it is advantageous to reduce present taxable income as much as is consistent with sound business and accounting practice. Conversely, of course, if tax rates should go up above present levels, the use of an accelerated depreciation method could result in an over-all tax loss.

The two principal methods of accelerated depreciation specifically sanctioned by the 1954 Code are the declining-balance method (using a rate up to twice the permissible straight-line rate) and the so-called "sum of the years-digits" method. Under the declining-balance method, a uniform percentage—up to twice the percentage permitted by the straight-line method—is applied each year to the cost or other basis after it has been reduced by the amounts of depreciation taken in prior years. For example, if a truck with an estimated useful life of five years is purchased at a cost of \$5,000, the straight-line rate would be 20% of \$5,000 each year, or \$1,000, assuming no salvage value. Under the declining-balance method, the annual depreciation rate would be 40%, applied to cost less depreciation taken in prior years. Thus, the depreciation on the truck in the first year would be \$2,000; in the second year it would be 40% of \$3,000 (\$5,000 less the \$2,000 taken in depreciation in the first year); and so on.

The declining-balance methods de-



Lean  
on us  
for  
HEAT  
TREATING  
SERVICES  
!

Ultramodern facilities and equipment\*, fast service, unmatched experience, and rigid adherence to specifications make it your best move to lean on us for these services.

Brazing, annealing, and hardening of:

1. Stainless Steels
2. And Now, Tool Steels
3. Up to 5" width strips of stainless steel or high and low carbon steels.

Cycle annealing of Laminations,  
Silicons, Irons

Phone, write, or wire for information  
Sample processing free

**SARGEANT & Wilbur**  
HEAT TREATING CORP.



170 YORK AVENUE  
PAWTUCKET • RHODE ISLAND

\* U. S. Air Force Certified

# NEW CARS

For Your Company  
Without Investment

Time to Change to  
**Bob Mathieu**  
**AUTO LEASE**  
**PLAN**

Rent company cars from Bob Mathieu. There's no capital investment when you rent your company fleet. Whether you operate one car or a hundred, The Bob Mathieu Auto Lease Plan will save you money and free you of much administrative detail.

We would like to show you, without obligation, exactly how the Bob Mathieu Auto Lease Plan can help to solve your special transportation problems. Write or phone today.

**Bob Mathieu Auto Lease Corp.**  
**Westboro, Mass.**

**491 Phone 492**

I would like complete information  
The Bob Mathieu Auto Lease Plan

NAME .....

FIRM .....

STREET .....

CITY .....

STATE .....

preciates 40% of the cost of an asset in the first quarter of its service life and two-thirds of the cost in the first half of its life. One disadvantage in the use of this method is that the amount of depreciation permitted will never equal the full cost of the asset, since the application of the same percentage each year to a declining balance will always leave a further balance. This defect has been taken care of in the 1954 Code by a provision which permits a taxpayer to switch at any time from the declining balance method to the straight-line method.

The second method of accelerated depreciation specifically authorized by the 1954 Code is the "sum of the years-digits" method which results in approximately the same pattern of depreciation as the double-rate declining-balance method. One important advantage of the sum of the years-digits method is that it does provide for full depreciation of the cost of an asset within the period of useful life. Perhaps the simplest way of describing this method is by illustration. In the case of the \$5,000 truck with a five-year life mentioned earlier in this article, the rate of depreciation the first year would be 5/15ths of \$5,000, or \$1,666.67; for the second year the rate would be 4/15ths of \$5,000, or \$1,333.33; for the third year the rate would be 3/15ths of \$5,000, etc. In other words, the denominator of the depreciation fraction, which is the same each year, is the sum of the numbers representing each year of useful life. In the case of an asset with a five-year life, the denominator is therefore 15, being the sum of 1, plus 2, plus 3, plus 4, plus 5. The numerator of the fraction for a particular year is the number of the year taken in reverse order.

Besides the above-mentioned advantages of using either of the two methods of accelerated depreciation specifically authorized by the 1954 Code, they offer another potential advantage of considerable importance. As has been pointed out, the use of either of these methods permits greater deductions and thus smaller taxes in the early years of use, which is offset by smaller deductions and attendant higher taxes in the later years. In a sense, therefore, accelerated depreciation has the effect of deferring taxes with respect to the depreciation of any particular asset until the later years of useful life.

Very little publicity has been given, however, to the fact that under certain circumstances this temporary tax

deferral can be converted into a *permanent* tax deferral. Take the case of a company which has established a 15-year life on machinery and equipment for depreciation purposes, and which plans to spend a minimum of \$1,000,000 a year in new equipment for the next 15 years and an indefinite period thereafter. On the assumption that the present tax rate of 52% will remain unchanged during the next 15 years, the use of the sum of the years-digits method instead of the straight-line method would result in an extra allowance of \$2,188,350 over the first 15 years following the adoption of the sum of the years-digits method. Translated into tax savings at a 52% tax rate, this would amount to \$1,137,942 over the period. Thereafter, as long as the replacement level of at least \$1,000,000 is kept up, the depreciation allowance under either method will be the same, leveling out at a rate of \$1,000,000 a year in each case. This result is illustrated by the following table:

Years	Straight-Line Method	Years-Digits Method
1955	\$ 33,450	\$ 62,500
1956	100,100	179,700
1957	166,750	289,100
1958	233,500	390,650
1959	300,050	484,400
1960	366,700	570,350
1961	433,350	648,500
1962	500,000	718,800
1963	566,650	781,300
1964	633,300	836,100
1965	699,950	882,900
1966	766,600	921,950
1967	833,250	953,200
1968	899,900	976,650
1969	966,550	992,250
1970	1,000,000	1,000,000
1971	1,000,000	1,000,000
<b>TOTAL</b>	<b>\$9,500,000</b>	<b>\$11,688,350</b>
Minus-straight-line depreciation		\$ 9,500,000
Accelerated depreciation x Tax rate		\$ 2,188,350 .52
Permanent tax deferral		\$ 1,137,942

Of course there will be variables from year to year in the factors contributing to this result. Tax rates will vary and replacement programs will change from time to time according to changing business conditions and corresponding changes in replacement policy. If the treatment of corporation tax rates over the next 15 years should be upward, the tax savings resulting from the use of the years-digits method in the above illustration would be reduced. On the other hand, if the trend of the corporate tax rates during the

(Continued on page 60)

## FAMILY CHAUFFEUR?



Give her the  
extra protection of  
*the policy with the*

# P.S.\*

### \* Personal Service

Shuttling back and forth — to school, to market, the station, a dozen other places . . .

Doesn't she deserve the finest possible protection? She'll have it when you give her an Aetna Casualty insurance policy.

It's *the policy with the P.S.* that means *personal service*. Any time, anywhere — she'll get quick, competent, friendly help whenever she needs it from thousands of Aetna agents from coast to coast, backed by Aetna's nationwide claim service organization.

She'll benefit also in other ways from your decision to buy an Aetna Casualty policy. Your Aetna agent is a trained insurance advisor. He'll make sure your coverage exactly fits your family's needs . . . both now and in the future.

Furthermore, he's an independent businessman, known and respected in your community. You'll find it well worthwhile to ask him about *the policy with the P.S.*

*P.S.* Remember, to get protection plus personal service on practically every form of insurance for your family, home, car, and business — the Aetna Casualty agent in your community is the man to see.

## ÆTNA CASUALTY AND SURETY COMPANY

Affiliated with ÆTNA LIFE INSURANCE COMPANY • STANDARD FIRE INSURANCE COMPANY • Hartford, Conn.

ALL FORMS OF CASUALTY, BONDING, FIRE AND MARINE PROTECTION



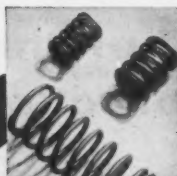


# 60

**second tour**

**shows it in a nutshell . . .**

## *All-Inclusive Spring Service*



**COMPRESSION SPRINGS**  
Regular, Double



**COMPRESSION SPRINGS**  
Special Shapes  
Variable pitch



**VOLUTE SPRINGS**  
Coned end



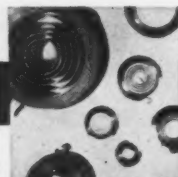
**EXTENSION SPRINGS**  
Special Hooks  
and Loops



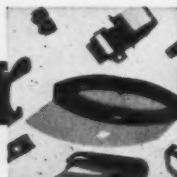
**EXTENSION SPRINGS**  
Swivel End  
Drawbar



**TORSION SPRINGS**  
Single, double  
Edge wound



**POWER SPRINGS**  
Clock or Motor



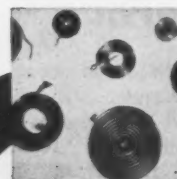
**FLAT SPRINGS**  
Arched, Curved-beam  
Elliptical



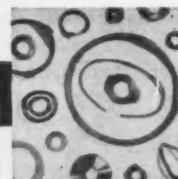
**CLIPS, CLAMPS  
and COLLARS**



**FASTENERS and  
RETAINERS**



**HAIRSPRINGS**  
for Instruments  
Gauges, etc.



**SPRING WASHERS**  
Wavy, Star, Finger,  
Expander, etc.



**BELLEVILLE SPRINGS**  
In Series, Parallel  
Parallel-series



**DIAPHRAGMS**  
Discs, Plates



**PLUS**  
COLD-ROLLED  
SPRING STEEL

# *Wallace Barnes* COMPANY

DIVISION OF ASSOCIATED SPRING CORPORATION

**BRISTOL, CONNECTICUT**

and SYRACUSE 9 (Solvay), NEW YORK





## TRANSPORTATION

By EDWARD M. MAMULSKI

*Traffic Manager*

### Rail Transcontinental Class Rates

**B**Y AN order dated August 17, 1950, the Commission began an investigation of the lawfulness of the classification ratings and the class rates within mountain-Pacific territory and between that territory and the remainder of the United States. The Commission designated this proceeding as docket number 30660. The first hearing in this case was held in December 1953 at Washington, D.C. During the years of 1954 and 1955 the Commission held hearings at Salt Lake City, Utah; Los Angeles and San Francisco, California; Seattle, Washington; Milwaukee, Wisconsin; and Phoenix, Arizona in connection with this investigation.

During the course of this proceeding, consideration was given by the Commission to extending the 28300 scale of rates to the west coast and within mountain-Pacific territory. The railroads and the carloading companies claimed that the 28300 scale of rates was not suitable to the carriers for the longer distances. The railroads contended that if the 28300 scale of class rates was extended to the territories covered in this investigation, they would lose an estimated \$34.5 million dollars annually.

At the opening hearing the western railroads proposed a new class rate scale. This scale was based on short-line rail distances between points in

mountain-Pacific territory and between that territory and the remainder of the United States. While the new class rate scale had no direct or fixed percentage relationship with the 28300 scale, it has the same mileage block progression as the 28300 scale. For use in connection with the new rate scale, the western carriers propose to create 500 new rate groupings similar to the ones now used in the 28300 territory. The level of the new rates would be higher than the 28300 scale of rates but lower than the present level of class rates. The present first class rate from Connecticut points to the west coast is \$11.72 while the new rate would be \$9.38.

The new class rates proposed by the western railroads are predicated upon practically the same rate formula as the transcontinental commodity rates.

The last major transcontinental class and commodity rate revision took place in 1912. At that time the rail first class rate from New York City to San Francisco, California was fixed at \$3.70 per hundred weight and all other transcontinental class rates between these two points and the west coast were graduated downward from this rate.

A different formula was used for transcontinental commodity rates. The commodity rates for territory "A" which includes such points as New York City as well as, all stations in Connecticut, were fixed at a level 20%

Listed below are a few comparisons of the new rail L.C.L. transcontinental rates between New York City and Seattle, Washington, with the present rates charged by competitive transportation agencies:

Commodity	Proposed Rail-Class Rates	The 28300 scale	Car- loading rates	Intercoastal Steamship rates
Drugs, cosmetics, medicine	6.57	5.92	5.76	2.75
Machinery, NOIBN, SU	8.68	7.92	6.33	2.81
Hardware, Brass, et cetera	7.27	6.56	5.76	3.45
Cotton piece goods	5.16	4.65	5.36	2.05

"The Lustre that Lingers"

**DOLCOWAX**

The lustrous  
non-scuff FLOOR WAX  
that outlasts them all

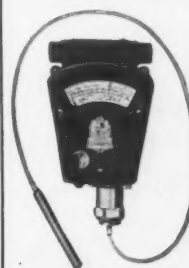
DOLCOWAX spreads swiftly on large floor areas where in addition to appearance, safety and durability are major considerations. Premium quality DOLCOWAX is a money saver because it gives non-scuff protection longer. DOLCOWAX second-coats beautifully without crawling. Easy to apply on linoleum, cork, asphalt tile, mastic, rubber, vinyl or sealed wood flooring.

For free sanitary  
survey of your  
premises consult your  
Dolge service man.



## PARTLOW

TEMPERATURE CONTROLS



To control  
GAS • OIL  
STEAM  
WATER  
OR  
ELECTRICAL  
EQUIPMENT

-30°F to 1050°F  
in ten ranges

Immediate shipment  
from our stock of the  
more popular models  
and ranges. Send your  
orders to:

**ETTER ENGINEERING CO.**

New England  
Factory Representatives

P. O. BOX 1944 NEW HAVEN, CONN.

## COLONIAL

Industrial Ventilating and  
Dust Collecting Equipment



Fans  
and  
Blowers

Unit  
Dust  
Collectors

We specialize in the design, manufacture and installation of complete dust collecting, ventilating, fume removal and conveying systems for industry.

*Our engineering staff  
is at your service.*

Write or Phone

**THE  
COLONIAL BLOWER CO.**

54 Lewis St.  
Plainville, Conn.  
Phone Sherwood 7-2753



above the Chicago rates. The commodity rates between these points and the west coast were graduated downward from this percentage. Except for general rate increases or reductions, the present rate formula for both the class and the commodity rates has been in effect for the past 44 years. The new class 100 rate from territory "A" to the west coast is fixed at a figure which is 20% above the Chicago rate.

The carloading companies are opposed to the new class rates proposed by the western carriers. The forwarders claim they must observe the rail L.C.L. rates as a ceiling by necessity. Reductions in the rail L.C.L. class rates means the carloading companies would also be required to reduce their L.C.L. rates if they are to compete with the railroads in handling this traffic. A large portion of the carloading companies traffic moves on all-commodity rates. Very few of these rates would be affected as the governing tariffs carry a rule permitting the alternative use of class or commodity rates.

Based on a traffic study made by one carloading company for the last two weeks in June of 1954, it was estimated that it would lose about 11.5 cents in revenue for every 100 pounds of freight it transported in transcontinental territory. At the same time, this company would benefit from a reduction of 7¢ per 100 pounds in certain rail carload rates in this adjustment. The difference between these two figures is 4.5¢ which the carloading company would lose on every 100 pounds of freight transported in this territory.

On October 19, 1955, the Commission issued its report and order in this proceeding. The Commission found the present level of class rates to be unlawful on the ground that they violated sections 1 and 3 of the Interstate Commerce Act. The former section deals with the reasonableness of the rates and the latter section deals with undue preference of towns, cities, states, and territories. The Commission ordered the present class rates and the Western Classification cancelled on or before June 1, 1956, and ordered the Uniform Freight Classification to apply in lieu of the Western Classification. The new class rates prescribed by the Commission are the same class rates the western carriers proposed at the opening hearing in this proceeding. The new class rates are to be temporary. They will remain in effect for a "reasonable" period of time. The Com-

mission said a scientific approach was necessary in this proceeding in prescribing a rate scale because this proceeding involved a major rate adjustment affecting the total rate structure.

From territory to territory the percentage relationship of the same classes differ in most instances. For example, class 5 in the Western Classification is actually 50% of class 100, whereas in other territories class 5 is 35% or 40% of class 100. By applying the Uniform Freight Classification in mountain-Pacific territory in lieu of the Western Classification for L.C.L. shipments 21.42% of the ratings would be increased, 24.14% would be reduced and 54.44% of the ratings would remain unchanged.

The Commission's order in this proceeding permits the carriers to maintain certain arbitraries on short and branch line hauls and also permits certain railroads to maintain truck competitive rates. This order also permits class rates to alternate with commodity and exception rates. If the class rates are lower than the commodity or exception rates the lower class rates will apply.

### Taxation

*(Continued from page 56)*

period should be downward, this would result in even greater savings.

Consideration must also be given to the possibility that it may not be possible to carry out a long-range replacement program of this kind. The result will be affected to the extent that year to year investments in new equipment fluctuate. However, the principle illustrated by the above discussion offers fascinating possibilities, even after making allowance for variables.

There is always the chance that this or another Congress may decide in its wisdom to take back the privilege of accelerated depreciation given to taxpayers by the 1954 Code. Even if that should happen, however, it is difficult to see how taxpayers who have taken advantage of one of the methods of accelerated depreciation will suffer, since it is hardly conceivable, at least in the mind of the writer, that any repeal of the 1954 Code depreciation provisions would be made retroactive, so that such taxpayers would at least be better off to the extent that they had taken depreciation in previous years in excess of the depreciation allowable under the straightline method.

## BUSINESS PATTERN

**A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.**

**I**N December the index of general business activity remained unchanged at an estimated 18 per cent above normal in Connecticut. Business was high throughout 1955 excepting for a temporary decline due to the floods and averaged 16% above normal for the year.

The United States index of industrial activity leveled off at an estimated 16% above normal in December. Steady expansion was the keynote of the Nation's economy in 1955 and the index averaged 12 per cent above normal for the year.

### Industrial Production

The output of factories and mines in the United States, as measured by the Federal Reserve Board, continues at a record rate. The index of industrial production (1947-49 = 100) remained unchanged in December at 144 after four consecutive monthly increases. Mining activity improved while the durable goods industries declined moderately.

A leveling off in retail sales during the past few months has resulted in increasing proportions of the gain in output going into manufacturers' in-

ventories. The ratio of inventories to sales, however, remains favorable.

Further rises in output will probably be spotty because some industries are approaching capacity and others are facing a shortage of labor and materials. On the other hand in the case of automobiles a cut-back in output has occurred.

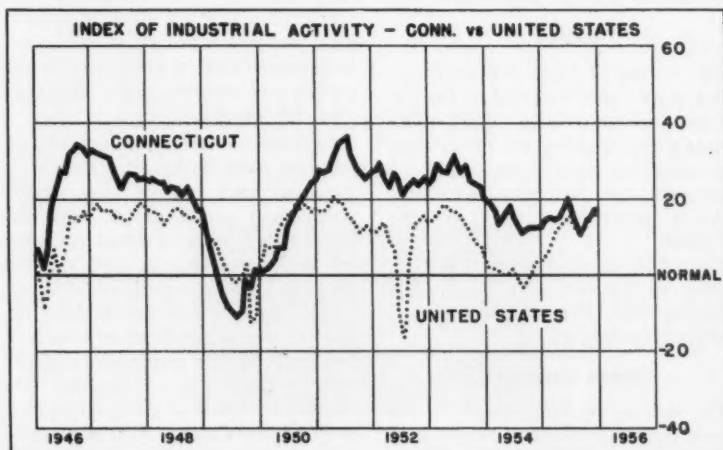
### Construction

Construction in Connecticut, as measured by the square feet of floor space contracted for, remained at a very high level in 1955 although the monthly average of new awards declined 4% from the record 1954 rate.

Non-residential construction improved while residential declined due partially to the tightening of credit terms.

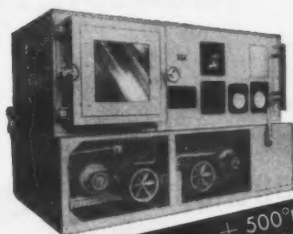
### Hours and Earnings

Weekly earnings of production workers in Connecticut factories reached a new high in December at \$83.42. The current standing is well above the Nation's average of \$79.90 and represents an increase of more than \$8 over this State's year ago figure.

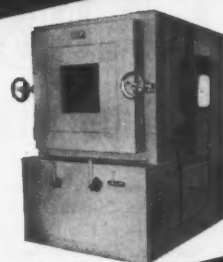


## for Completely Automatic ENVIRONMENTAL TEST EQUIPMENT

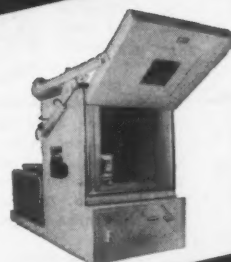
*in any combination*



**TEMPERATURES:** + 500°F  
to -100°F  
and lower



**ALTITUDE:** to 100,000 feet  
and higher



**HUMIDITY:** 20% to 95%

AR designs, manufactures, and services a complete line of test facilities, including Fungus, Sand and Dust, Explosion, Rain and Sunshine, Special Air Chillers and Liquid Chillers, as well as Hydraulic Test Stands.

Write for our catalog or quotation.

**AMERICAN RESEARCH**

CORPORATION

3 BROOK ST. BRISTOL, CONN.

# Protective Coating...



another reason for

## CLARK Superiority



When the disastrous flood hit Connecticut last Fall, several Clark customers here learned first-hand the value of this exclusive Clark process. Writing about a company-customer's experience, one distributor reported:

"C. A. Lindell Co. had four feet of water in their bolt department and found that after the water had receded they could pick out the Clark Bros. bolts by the minimum amount of rust . . . while competitors were more heavily rusted. We think this is a justification to your rust proofing."

Very truly yours,  
THE PAGE, STEELE & FLAGG CO.  
F. H. Page, Jr.

Rust resistance . . . another example of the "extras" which are standard with Clark . . . another reason Connecticut industry relies on Clark, the on-the-scene supplier.

Write for full information on the extensive Clark line of nuts, bolts, screws, rivets, and other industrial fasteners.

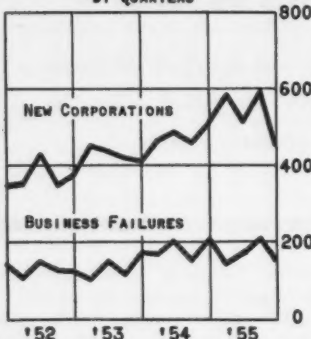
Since 1854

# CLARK

BROS. BOLT CO.  
MILDALE, CONN.

## NEW CORPORATIONS FORMED & BUSINESS FAILURES IN CONN.

BY QUARTERS



## Average Hours and Earnings

MANUFACTURING PRODUCTION WORKERS  
DECEMBER 1955

	Weekly Earnings	Weekly Hours	Hourly Earnings
UNITED STATES	\$79.90	41.4	\$1.93
CONNECTICUT	83.42	43.0	1.94
BRIDGEPORT	86.43	43.0	2.01
HARTFORD	88.31	43.5	2.03
NEW BRITAIN	82.21	43.0	1.91
NEW HAVEN	77.70	42.0	1.85
STAMFORD	86.53	41.6	2.08
WATERBURY	87.71	44.3	1.98

Production workers in Hartford received higher pay than those in any of the other major labor market areas in the State in December. Their average earnings were \$88.31, followed closely by Waterbury, Stamford and Bridgeport. New Haven was considerably lower at \$77.70. Employees in Waterbury worked longest hours while those in Stamford received top hourly pay.

## Prices

The Bureau of Labor Statistics' consumer price index declined in December to 114.7 from 115.0. Food, transportation and housing led the decline. The index has shown remarkable stability over the past year fluctuating within a range of less than 1 percentage point.

The wholesale price index rose fractionally in December to 111.3. This compares with 109.5 for the corresponding month of 1954.

## Farm Income

The decline in farm income is of current concern as evident by the drop in the food component of the consumer

price index. From the last quarter of 1951 to the present, farm income has fallen from an annual rate of \$17 billion to \$10.6 billion, a 38 percent decrease.

The decline stems mainly from over production with a resultant lowering of prices. On the other hand operating costs are going up. Farmers are also receiving a smaller share of each consumer dollar spent for farm products.

## Selling America Short

(Continued from page 21)

"high profit rates", "high charity norms", etc. None of these alone can ever be adequate for freedom, for progress, or for peace.

The main maleconomic symptoms now being felt in the Free World are: Inflation; continuation of war-time taxes into peace-time; maldistribution of production opportunities and disproportionate compensation for educated skills, for small businesses, for agriculture, for poorer nations, for partially employed. It is also to be recognized that there is lack of opportunity for the citizenry to reduce in an orderly manner their production desires so as to provide added time for leisure, education and cultural pursuits; that is, in accordance with what seems to be possible because of the great national production potential, as evidenced by a generation of surpluses which are difficult to clear through the market. These maleconomic items and others can be handled, but only by capitalistic view because capitalism is alone responsible for the progress we have. The enterprising spirit within every individual is capable of showing great multiple effects for that collectivity which aims to encourage its generation and use—only the capitalistic view can see this.

Civilization had made considerable progress over barbarism around two thousand years ago, and false conservatism and radicalism at that time found many ways to avoid the problem which had been brought about by the progress then accomplished. Again, in our day, the sanctity of the individual is being sacrificed to avoid examination of our civilization's institutions at their stage of progress. This was not the spirit given to America by its Founding Fathers. This is the spirit that is selling America short.



# CONNECTICUT ADVERTISING SERVICES

A DESCRIPTION OF THE PRINCIPAL ADVERTISING SERVICES  
RENDERED BY LEADING ADVERTISING AGENCIES IN THE STATE.



## Graceman Advertising, Inc.

MEMBER AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

983 Main Street • Hartford, Conn.

• DEALER HELPS • CATALOGS • DISPLAYS •

TRADE PAPER

THE F. W. PRELLE COMPANY

Established 1934

*Advertising*

95 ELM STREET

HARTFORD, CONNECTICUT TELEPHONE JA 7-3233

DIRECT MAIL

• PRODUCT LITERATURE • TRADE PUBLICITY •

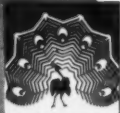
## gross-harrison, inc.

ADVERTISING

764 ASYLUM AVENUE HARTFORD, CONN.

marketing  
merchandising  
sales promotion  
public relations

associate offices in 43 key markets in the USA



ARGUS ASSOCIATES

*Advertising*

956 CHAPEL STREET  
NEW HAVEN 10, CONN.  
TELEPHONE STATE 7-5719

**A** *dvertising*  
THE BASIC SALES METHOD!

**Ted Sommers Inc.**

1115 MAIN ST.  
BRIDGEPORT 3, CONNECTICUT  
PHONE 6-3528

These Four Spaces

Are Now Available For

The Advertising

Of Connecticut Advertising Agencies

Write to The Editor for Details

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Connecticut manufacturers desiring to list their products in this department should write the Editor for listing rates.

(Advertisement)

<b>Accounting Forms</b>		<b>Aluminum Bronze Castings</b>		<b>Balls</b>	
Baker-Goodyear Co The	New Haven	Knapp Foundry Company Inc	Guilford	Abbott Ball Co The (steel bearing and burnish- ing)	Hartford
<b>Accounting Machines</b>		<b>Aluminum Castings</b>		Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Underwood Corporation	Bridgeport	Consolidated Industries Inc	West Cheshire	Kilian Steel Ball Corp The	Hartford
<b>Adding Machines</b>		Eastern Malleable Iron Company The	Naugatuck	<b>Banbury Mixers</b>	
Underwood Corporation	Bridgeport	Newton-New Haven Co 688 Third Avenue	West Haven	Farrel-Birmingham Company Inc	Ansonia
<b>Adhesives</b>		Charles Parker Company The	Meriden	<b>Barrels</b>	
Polymer Industries Inc	Springdale	<b>Aluminum Extrusions</b>		Abbott Ball Co The (burnishing and tumbling)	Hartford
<b>Advertising Mats</b>		Bridgeport Brass Company	Bridgeport	Hartford-Steel Ball Co The (tumbling)	Hartford
Lockwood Sons Inc Wm H	Hartford	<b>Aluminum Forgings</b>		<b>Baskets—Wire</b>	
<b>Advertising Plates</b>		Bridgeport Brass Company	Bridgeport	Rolock Inc	Fairfield
Lockwood Sons Inc Wm H	Hartford	Consolidated Industries Inc	West Cheshire	<b>Bathroom Accessories</b>	
<b>Advertising Specialties</b>		Scovill Manufacturing Company	Waterbury 91	Autoyre Company The	Oakville
H C Cook Co The 32 Beaver St	Ansonia	<b>Aluminum Ingots</b>		Charles Parker Co The	Meriden
Halco Co	New Haven	Lapides Metals Corp	New Haven	<b>Batteries</b>	
<b>Aerosol Products</b>		<b>Aluminum Lasts</b>		Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)	New Haven
Bridgeport Brass Company	Bridgeport	United States Rubber Company Shoe Hardware Division	Waterbury	<b>Bearings</b>	
<b>Air Compressors</b>		<b>Aluminum—Sheet and Rod</b>		Fafnir Bearing Co (ball)	New Britain
Spencer Turbine Co The	Hartford	Scovill Manufacturing Company	Waterbury	Marlin-Rockwell Corporation	Plainville
<b>Air-Conditioning</b>		<b>Aluminum—Sheets &amp; Coils</b>		New Departure Div of General Motors (ball)	Bristol
Bush Manufacturing Co The	West Hartford	United Smelting & Aluminum Co Inc	New Haven	Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Norwalk Airconditioning Corp The (forced air heating units oil fired)	South Norwalk	<b>Ammunition</b>		<b>Bellows</b>	
<b>Air Ducts</b>		Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	Bridgeport Thermostat Company Inc (metallic)	Bridgeport
Wiremold Co The (Retractable)	Hartford	Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	<b>Bellows Assemblies</b>	
<b>Air Heaters—Direct Fired</b>		<b>Anodizing</b>		Bridgeport Thermostat Company Inc	Bridgeport
Peabody Engineering Corporation	Stamford	Comco Inc Div of Enthone Inc	New Haven	<b>Bellows Shaft Seal Assemblies</b>	
<b>Air Impellers</b>		Leed Co The H A	Hamden	Bridgeport Thermostat Company Inc	Bridgeport
The Torrington Manufacturing Co	Torrington	<b>Anodizing Equipment</b>		<b>Bells</b>	
<b>Aircraft</b>		Comco Inc Div of Enthone Inc	New Haven	Bevin Brothers Mfg Co	East Hampton
Sikorsky Aircraft Division United Aircraft Cor- poration (helicopters)	Bridgeport	<b>Asbestos</b>		Gong Bell Co The	East Hampton
<b>Aircraft Accessories</b>		Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	N N Hill Brass Co The	East Hampton
Chandler Evans Div Pratt & Whitney Co Inc. (Piston and Jet Engine Accessories—Carbu- retors, Fuel Controls, Afterburner Regula- tors, Pumps, Servomechanisms and Protek Plugs)	West Hartford	<b>Asbestos &amp; Rubber Packing</b>		<b>Belt Fasteners</b>	
Fenn Mfg Co The (Hardened and Ground Gears assemblies)	Newington	Colt's Manufacturing Company	Hartford	Saling Manufacturing Company (patented self- aligning)	Unionville
Gabb Special Products Div E Horton & Son Company (filler cape—pressure fuel serv- icing systems)	Windsor Locks	<b>Asarcon Bronze</b>		<b>Belting</b>	
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	Hartford Belting Co	Hartford
<b>Aircraft Components</b>		<b>Assemblies—Small</b>		Russell Mfg Co The	Middletown
Manning Maxwell & Moore Inc (aircraft pres- sure switches and jet engine afterburner control systems)	Danbury	Barnes Co The Wallace Div Associated Spring Corp	Bristol	<b>Bends—Pipe or Tube</b>	
Russell Manufacturing Company The (CAA approved safety belts; webbing and hard- ware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	Greist Manufacturing Co The	New Haven	National Pipe Bending Co The 160 River St	New Haven
<b>Aircraft Fasteners</b>		Humason Mfg Co The	Forestville	<b>Bicycle Coaster Brakes</b>	
Aircraft Welding & Mfg Co Inc	Hartford	J H Sessions & Son	Bristol	New Departure Div General Motors Corp	Bristol
<b>Aircraft Instruments</b>		<b>Auto Cable Housing</b>		<b>Bicycle Sundries</b>	
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Wiremold Company The	Hartford	New Departure Div General Motors Corp	Bristol
<b>Aircraft—Repair &amp; Overhaul</b>		<b>Automatic Control Instruments</b>		<b>Binders Board</b>	
Gorn Electric Company Inc	Stamford	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Colonial Board Company	Manchester
<b>Aircraft—Sheet Metal Work</b>		<b>Automobile Accessories</b>		<b>Blackening Salts for Metals</b>	
Aero Form Co	New Haven	Kilbourn-Sauer Company (lights and other acces- sories)	Fairfield	Enthone Inc	New Haven
<b>Aircraft Studs &amp; Bolts</b>		<b>Automotive Bodies</b>		Mitchell-Bradford Chemical Co	Bridgeport
Britton Mfg Co Inc The	Hartford	Metropolitan Body Company	Bridgeport	<b>Black Oxide Finishing</b>	
<b>Aircraft Test Equipment</b>		<b>Automotive Parts</b>		Black Oxide Inc	New Britain
United Manufacturing Co Division W L Maxson Corp	of The Hamden	Eis Manufacturing Co (Hydraulic and Me- chanical)	Middletown	<b>Black Oxide Treatment</b>	
<b>Alumilite Aluminum Sheets</b>		Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscel- laneous Rubber)	Bridgeport	Bennett Metal Treating Co The 1045 New Britain Ave	Elmwood
Leed Co The H A	Hamden	<b>Automotive &amp; Service Station Equipment</b>		<b>Blades</b>	
<b>Aluminum Castings</b>		Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
<b>Aluminum Extrusions</b>		<b>Automotive Tools</b>		<b>Blocks</b>	
<b>Aluminum Forgings</b>		Eis Manufacturing Company	Middletown	Howard Company (cupola fire clay)	New Haven
<b>Aluminum Ingots</b>		<b>Bags—Paper</b>		<b>Blower Fans</b>	
<b>Aluminum Lasts</b>		Continental Can Co Paper Container Div	Kensington	Colonial Blower Company	Plainville
<b>Aluminum—Sheet and Rod</b>		<b>Bakelite Moldings</b>		Spencer Turbine Co The	Hartford (Advt.)
<b>Aluminum—Sheets &amp; Coils</b>		Watertown Mfg Co The	Watertown		

# IT'S MADE IN CONNECTICUT

<b>Blower Systems</b>	
Colonial Blower Company	Plainville
Ripley Co	Middletown
<b>Blueprints and Photostats</b>	
Joseph Merritt & Co	Hartford
<b>Boilers</b>	
Bigelow Co The	New Haven
General Electric Company (Residential oil and gas fired steam and hot water)	Bridgeport
<b>Bolts and Nuts</b>	
Blake & Johnson Co The (nuts machine screw-bolts, stove)	Waterville
Clark Brothers Bolt Co	Milldale
<b>Bonderizing</b>	
Clairglow Mfg Company	Portland
<b>Box Board</b>	
Federal Paper Board Co Inc	Montville, New Haven & Versailles
Lydall & Foulds Paper Co The	Manchester
Robertson Paper Box Co	Montville
Gair Company Inc Robert	Montville
New Haven Board and Carton Co The	New Haven
<b>Boxes</b>	
Clairglow Mfg Company (metal)	Portland
Connecticut Container Corporation	New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport
<b>Boxes and Crates</b>	
City Lumber Co of Bridgeport Inc The	Bridgeport
<b>Boxes—Metal</b>	
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, oin ment, pill, powder, rouge, vanity)	Waterville
<b>Boxes—Paper—Folding</b>	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
Curtis & Sons Inc S	Sandy Hook
Folding Cartons Incorporated (paper, folding)	Versailles
Gair Company Inc Robert	Montville
H J Mills Inc	Bristol
National Folding Box Co Inc (paper folding)	New Haven and Versailles
New Haven Board and Carton Co The	New Haven
Robertson Paper Box Co	Montville
Warner Bros Co The	Bridgeport
<b>Boxes—Paper—Setup</b>	
Box Shop Inc The	New Haven
Bridgeport Paper Box Co	Bridgeport
Heminway Corporation The	Waterville
H J Mills Inc	Bristol
Strouse Adler Company The	New Haven
Warner Bros Co The	Bridgeport
<b>Braid—Elastic &amp; Non-elastic</b>	
Essex Mills Inc	Essex
<b>Brake Cables</b>	
Eis Manufacturing Co	Middletown
<b>Brake Linings</b>	
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport
Russell Mfg Co The	Middletown
<b>Brake Service Parts</b>	
Eis Manufacturing Co	Middletown
<b>Brass &amp; Bronze</b>	
American Brass Co The (sheet, wire, rods, tubes)	Waterville
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterville
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston
Scovill Manufacturing Company	Waterville 91
Seymour Mfg Co The (strip, sheet & wire)	Seymour
Tinsheet Metals Co The (sheets and rolls)	Waterville
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven
<b>Brass &amp; Bronze Ingot Metal</b>	
Mitchell Smelting & Refining Co Inc	Botsford
Plume & Atwood Mfg Co The	Thomaston
Whipple and Choate Company The	Bridgeport
<b>Brass, Bronze, Aluminum Castings</b>	
Charles Parker Company The	Meriden
Victors Brass Foundry Inc	Guilford
<b>Brass Goods</b>	
American Brass Company The	Waterville
Plume & Atwood Mfg Co The (to order)	Bridgeport
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Millford
Scovill Manufacturing Company (to order)	Waterville 91
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
<b>Brass Mill Products</b>	
American Brass Company The	Waterville
Bridgeport Brass Co	Bridgeport
Chase Brass & Copper Co	Waterville
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterville 91
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
<b>Brick-Building</b>	
Donnelly Brick Co The	New Britain
<b>Bricks—Fire</b>	
Howard Company	New Haven
Mullite Refractories Co The	Shelton
<b>Bright Wire Goods</b>	
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven
<b>Broaching</b>	
Hartford Special Machinery Co The	Hartford
<b>Bronze &amp; Aluminum Castings</b>	
Charles Parker Co	Meriden
Knapp Foundry Company Inc (rough or machined)	Guilford
<b>Brooms—Brushes</b>	
Fuller Brush Co The	Hartford
<b>Buckies</b>	
B Schwanda & Sons	Staffordville
G E Prentice Mfg Co The	Kensington
Hawie Mfg Co The	Bridgeport
North & Judd Manufacturing Co	New Britain
Patent Button Co The	Waterville
Risdon Manufacturing Co John M	Russell Div
United States Rubber Company Shoe Division	Naugatuck Hardware
<b>Buffing &amp; Polishing Compositions</b>	
Apothecaries Hall Co	Waterville
Lea Mfg Co	Waterville
<b>Burners</b>	
Plume & Atwood Mfg Co The (kerosene oil lighting)	Thomaston
<b>Burners—Automatic</b>	
Peabody Engineering Corporation	Stamford
<b>Burners—Coal and Oil</b>	
Peabody Engineering Corporation (Combined)	Stamford
<b>Burners—Gas</b>	
Peabody Engineering Corporation (Blast Furnace)	Stamford
<b>Burners—Gas and Oil</b>	
Peabody Engineering Corporation (Combined)	Stamford
<b>Burners—Refinery</b>	
Peabody Engineering Corporation (For Gas and Oil)	Stamford
<b>Burnishing</b>	
Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Hartford
<b>Burs</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Busways</b>	
Distribution Assemblies Department, Electric Co	General Plainville
<b>Buttons</b>	
B Schwanda & Sons	Staffordville
Frank Parizek Manufacturing Co The	Putnam
Patent Button Co The	Waterville
Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterville 91
Waterville Companies Inc (Uniform and Fancy Dress)	Waterville
<b>Cabinets</b>	
Charles Parker Co The (medicine)	Meriden
<b>Cab'net Work</b>	
Hartford Builders Finish Co	Hartford
<b>Cable—Asbestos Insulated</b>	
Rockbestos Products Corp	New Haven
<b>Cable—Interlocked Armor</b>	
General Electric Company	Bridgeport
<b>Cable—Nonmetallic Sheathed</b>	
General Electric Company	Bridgeport
<b>Cable—Service Entrance</b>	
General Electric Company	Bridgeport
<b>Cages</b>	
Andrew B Hendryx Co The (bird and animal)	New Haven
<b>Cams</b>	
American Cam Company Inc	Hartford
Hartford Special Machinery Co The	Hartford
Rowbottom Machine Company Inc	Waterville
<b>Canvas Products</b>	
F B Skiff Inc	Hartford
<b>Capacitors</b>	
Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic
<b>Carb'de Drawing Dies</b>	
State Products Co (eyelet special shape dies)	Oakville
<b>Carb'de Shape Dies</b>	
Thomaston Tool & Die Co (any form)	Thomaston
<b>Carbide Tools</b>	
Precision Tool & Die Co	Waterville
<b>Card Clothing</b>	
Standard Card Clothing Co The (for textile mills)	Stafford Springs
<b>Carpenter's Tools</b>	
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven
<b>Carpet</b>	
B F Goodrich Sponge Products Division	Shelton
<b>Carpet Cushion</b>	
B F Goodrich Sponge Products Division	Shelton
<b>Carpets and Rugs</b>	
Bigelow-Sanford Carpet Co	Thompsonville
<b>Casters</b>	
Basick Company The (Industrial and General)	Bridgeport
<b>Casters—Industrial</b>	
George P Clark Co	Windsor Locks
<b>Castings</b>	
Connecticut Foundry Co (grey iron)	Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings)	New Haven
Consolidated Industries Inc	West Cheshire
Charles Parker Company The (brass, bronze, aluminum)	Meriden
Ductile Iron Foundry Inc	Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck
Farrel-Birmingham Company Inc (Mechanite, Nodular, Iron, Steel)	Ansonia
Hartford Electric Steel Corp The (stainless steel)	Hartford
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
Malleable Iron Fittings Co (malleable iron and steel)	Branford
McLagon Foundry Co (grey iron)	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron)	Hartford
Producto Machine Company The	Bridgeport
Scovill Manufacturing Company (Brass & Bronze)	Waterville 91
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy)	Torrington
Union Mfg Co (grey iron & semi steel)	New Britain
Waterville Foundry Company The (highway & sash weights)	Waterville
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown (Adv.)

# IT'S MADE IN CONNECTICUT

<b>Castings—Investment</b>		<b>Coil Winding Machines</b>		<b>Copper Castings</b>	
Arwood Precision Casting Corp	Groton	Boesch Mfg Co Inc	Danbury	Knapp Foundry Company Inc	Guilford
<b>Cements—Refractory</b>		<b>Coils</b>		<b>Copper Sheets</b>	
Mullite Refractory Co The	Shelton	Dano Electric Company	Winsted	American Brass Company The	Waterbury
<b>Chain</b>		<b>Coils—Electric</b>		New Haven Copper Co The	Seymour
Ridson Manufacturing Co John M Russel Div	Naugatuck	Bittermann Electric Company	Canaan	<b>Copper Shingles</b>	
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	<b>Coils—Pipe or Tube</b>		New Haven Copper Co The	Seymour
<b>Chain—Bead</b>		National Pipe Bending Co The	160 River St New Haven	<b>Copperware</b>	
Auto-Swage Products Inc	Shelton	Whitlock Manufacturing Co The	Hartford	Bridgeport Brass Company (cooking utensils)	Bridgeport
Bead Chain Mfg Co The	Bridgeport	<b>Cold Molded Electrical Insulation</b>		<b>Copper Water Tube</b>	
<b>Chain—Power Transmission and Conveying</b>		Meriden Molded Plastics	Meriden	American Brass Company The	Waterbury
Whitney Chain Company	Hartford	<b>Commercial Heat Treating</b>		Bridgeport Brass Co	Bridgeport
<b>Chairs</b>		A F Holden Company The	52 Richard St West Haven	<b>Cords—Asbestos Insulated</b>	
The Hitchcock Chair Company	Riverton	<b>Commercial Truck Bodies</b>		General Electric Company	Bridgeport
<b>Chemical Manufacturing</b>		Metropolitan Body Company	Bridgeport	<b>Cords—Braided</b>	
Carwin Company The	North Haven	<b>Compacts</b>		General Electric Company	Bridgeport
<b>Chemicals</b>		Scovill Manufacturing Company (powder and rouge)	Waterbury	<b>Cords—Heater</b>	
American Cyanamid Company	Waterbury	<b>Comparators</b>		Essex Mills Inc	Essex
Apothecaries Hall Co	Waterbury	Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit)	West Hartford	General Electric Company	Bridgeport
Carwin Company The	North Haven	<b>Complete Plating Dept. Installations</b>		<b>Cord Sets—Electric</b>	
MacLaster Bicknell Company	New Haven	Foy Electro-Chemical Co	Ansonia	General Electric Company	Bridgeport
MacDermid Incorporated	Waterbury	<b>Compressors</b>		Seeger-Williams Inc	Bridgeport
Naugatuck Chemical Division	United States	Norwalk Company Inc (high pressure air and gas)	South Norwalk	<b>Cork Cots</b>	
Rubber Co	Naugatuck	<b>Computers</b>		Sonoco Products Co (Climax-Lowell Div)	Mystic
New England Lime Company	Canaan	Newton Co The (electronic)	Manchester	<b>Corrugated Box Manufacturers</b>	
Phizer & Co Inc Chas	Groton	Reflectone Corporation The	Stamford	Connecticut Container Corporation	New Haven
<b>Chemicals—Agriculture</b>		<b>Concrete Products</b>		Corrugated Containers Inc	Hartford
Naugatuck Chemical Division United States	Naugatuck	Plastricrete Corp	Hamden	<b>Corrugated Shipping Cases</b>	
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	<b>Condenser and Heat Exchanger Tubes</b>		Connecticut Container Corporation	New Haven
<b>Christmas Light Clips</b>		Bridgeport Brass Company	Bridgeport	Connecticut Corrugated Box Div Robert Gair Co Inc	Portland
Foursome Manufacturing Co	Bristol	Scovill Manufacturing Company	Waterbury	D L & D Container Corp 87 Shelton Ave	New Haven
<b>Chromium Plating</b>		<b>Cones</b>		<b>Cosmetic Containers</b>	
Chromium Corp of America	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Eyelet Specialty Co The	Waterbury
Chromium Process Company The	Shelton	<b>Consulting Engineers</b>		Plume & Atwood Mfg Co The (metal)	Thomaston
City Plating Works Inc	Bridgeport	McNeal J D (Electrical and Electronic)	New Haven	Scovill Manufacturing Company	Waterbury
<b>Chucks</b>		Stanley P Rockwell Co Inc The (Consulting)	Hartford	<b>Cosmetics</b>	
Cushman Chuck Co The	Hartford	296 Homestead Ave		J B Williams Co The	Glastonbury
Horton Chuck Div The E Horton & Son Company	Windsor Locks	<b>Continuous Mill Gages</b>		<b>Cotton and Asbestos Wicking</b>	
Jacobs Manufacturing Co The	West Hartford	Pratt & Whitney Co Inc	West Hartford	Bland Burner Co The	Hartford
Union Manufacturing Company	New Britain	<b>Contract Machining</b>		<b>Cotton Yarn</b>	
<b>Chucks—Drill</b>		Laurel Mfg Co Inc (Precision Production Small Parts)	Plainville	Floyd Cranska Co The	Moosup
Jacobs Manufacturing Co The	West Hartford	Malleable Iron Fittings Company	Branford	<b>Counting Devices</b>	
<b>Chucks &amp; Face Plate Jaws</b>		Charles Parker Co	Meriden	Veeder-Root Inc	Hartford
Cushman Chuck Co The	Hartford	<b>Contract Manufacturers</b>		<b>Couplings</b>	
Union Mfg Co	New Britain	Fenn Mfg Co The (Precision Machine Work)	Newington	Scovill Manufacturing Company (hose and tube)	Waterbury
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Groat Mfg Co The (metal parts and assemblies)	New Haven	<b>Couplings—Self-Sealing</b>	
<b>Chucks—Power Operated</b>		503 Blake St		Sperry Products Inc	Danbury
Cushman Chuck Co The	Hartford	Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	<b>Cranes and Conveyors</b>	
Union Manufacturing Company	New Britain	Charles Parker Co (sheet metal fabricators)	Meriden	J-B Engineering Sales Co	New Haven
<b>Circuit Breakers</b>		Plume & Atwood Mfg Co The (metal parts and assemblies)	Thomaston	<b>Crushers</b>	
Trumbull Components Department, General Electric Co	Plainville	Scovill Manufacturing Company (metal parts and assemblies)	Waterbury 91	Farrel-Birmingham Company Inc (Stone and Ore)	Ansonia
<b>Circulating Pumps</b>		J H Sessions & Son	Bristol	<b>Cups—Paper</b>	
Corley Co Inc The	Plainville	<b>Controllers</b>		Continental Can Co Paper Container Div	Kensington
<b>Clay</b>		Bristol Company The	Waterbury	<b>Cushioning for Packaging</b>	
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Manning Maxwell & Moore Inc	Stratford	B F Goodrich Sponge Products Division	Shelton
<b>Cleaning Compounds</b>		<b>Controls—Remote</b>		Gilman Brothers Co The	Gilman
Enthone Inc (Industrial)	New Haven	Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	<b>Cut Stone</b>	
Foy Electro-Chemical Co (industrial)	Ansonia	<b>Converters DC to AC</b>		Dextone Co The	New Haven
<b>Cleansing Compounds</b>		Electric Specialty Co	Stamford	<b>Cutters</b>	
MacDermid Incorporated	Waterbury	<b>Conveyor Systems</b>		Barnes Tool Company The (pipe cutters, hand)	New Haven
<b>Clock Mechanisms</b>		Leeds Conveyor Mfg Co The	East Haven	Mitrametric Co The (ground pinion)	Torrington
Lux Clock Mfg Co The	Waterbury	Production Equipment Co	Meriden	Pratt & Whitney Co Inc (Milling Cutters all types)	West Hartford
<b>Clocks</b>		<b>Copper</b>		<b>Cutting &amp; Creasing Rule</b>	
E Ingraham Co The	Bristol	American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	Bartholomew Co H I	Bristol
Seth Thomas Clocks	Thomaston	Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	<b>Cyl. Gauges &amp; Tools</b>	
United States Time Corporation The	Waterbury	Bristol Brass Corp The (steel)	Bristol	J & S Machine Co Inc	Hartford
<b>Clocks—Alarm</b>		Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	<b>Deep Hole Drilling &amp; Reaming</b>	
Lux Clock Mfg Co The	Waterbury	Thinsheet Metals Co The (sheets and rolls)	Waterbury	Hamden Deep Hole Drilling Co	Hamden
<b>Clocks—Automatic Cooking</b>		<b>Coatings</b>		Wilson Arms Co The	Hartford
Lux Clock Mfg Co The	Waterbury	Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton	<b>(Advt.)</b>	
<b>Clutches</b>		<b>Clutch Facings</b>			
Snow-Nabstedt Gear Corp The	New Haven	Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport		
<b>Clutch Facings</b>		Russell Mfg Co The	Middletown		



# IT'S MADE IN CONNECTICUT

<b>Deep Drawings</b> Stanley Pressed Metal New Britain	<b>Drafting Accessories</b> Joseph Merritt & Co Hartford	<b>Electric Timing Motors</b> Sessions Clock Co The (small) Forestville
<b>Delayed Action Mechanism</b> M H Rhodes Inc Hartford R W Cramer Company Inc The Centerbrook	<b>Draft Inductors</b> Corley Co Inc The Plainville	<b>Electric Underfloor Duct System</b> General Electric Company Bridgeport
<b>Demineralizers</b> Crystal Research Laboratories Hartford Foy Electro-Chemical Co (industrial) Ansonia	<b>Drill Presses</b> Townsend Mfg Co The H F Elmwood	<b>Electric Wire</b> General Electric Company Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven
<b>Development Work</b> Saybrook Manufacturing Inc Old Saybrook	<b>Drilling Machines</b> Howe & Faut Inc (Turret Type) East Norwalk Pratt & Whitney Co Inc (Deep Hole) West Hartford	<b>Electric Wiring Devices</b> Arrow-Hart & Hegeman Electric Co The Hartford
<b>Diamonds—Industrial</b> Diamond Tool and Die Works Hartford	<b>Drilling and Tapping Machinery</b> Hartford Special Machinery Co The Hartford	<b>Electric Woven Heating Elements</b> Pre-Fab Heating Co Inc Guilford
<b>Dictating Machines</b> Dictaphone Corporation Bridgeport Gray Manufacturing Company The Hartford SoundScriber Corporation The New Haven	<b>Drop Forgings</b> Atwater Mfg Co Plantville Billings & Spencer Co The Hartford Consolidated Industries West Cheshire Wilcox Crittenden & Co Inc Middletown	<b>Electrical Conduit Fittings &amp; Grounding Specialties</b> Gillette-Vibber Company The New London
<b>Die Cast Dies</b> C & F Tool & Die Corp Bridgeport	<b>Druggists' Rubber Sundries</b> Seamless Rubber Company The New Haven	<b>Electrical Connectors</b> Burndy Engineering Co Inc Norwalk
<b>Die Castings</b> Mt Vernon Die Casting Co Stamford Newton-New Haven Co Inc New Haven	<b>Duplicating Machines—Automatic</b> Pratt & Whitney Co Inc West Hartford	<b>Electrical Control Apparatus</b> Plainville Electrical Products Co The Plainville
<b>Die Casting Dies</b> ABA Tool & Die Co Manchester Eastern Machine Screw Corp The Truman & Barclay Sts New Haven Parker Stamp Works Co The Hartford Weimann Bros Mfg Co The Derby	<b>Duplicator Tables</b> Regent Machine Co Bridgeport	<b>Electrical Goods</b> A C Gilbert Co New Haven
<b>Die Heads—Self Opening</b> Eastern Machine Screw Corp The New Haven Geometric Tool Division, Greenfield Tap & Die Corp New Haven	<b>Elastic Narrow Fabric</b> Essex Mills Inc Essex	<b>Electrical Motors</b> Electric Specialty Co Stamford U S Electrical Motors Inc Milford
<b>Die Polishing Machinery</b> Hartford Special Machinery Co The Hartford	<b>Electric Cables</b> General Electric Company (for residential, commercial and industrial applications) Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven	<b>Electrical Recorders</b> Bristol Co The Waterbury
<b>Die Sets</b> Pratt & Whitney Co Inc (Precision) West Hartford Producto Machine Company The Bridgeport Union Mfg Co (precision, steel and semi-steel) New Britain	<b>Electric Clocks</b> Sessions Clock Co The (alarm, kitchen, occasional and office) Forestville	<b>Electrical Relays and Controls</b> Allied Control Co Plantsville
<b>Die Sinkers</b> Pratt & Whitney Co Inc West Hartford	<b>Electric—Commutators &amp; Segments</b> Cameron Elec Mfg Co The (rewinding motors) Ansonia	<b>Electrical Switchboards</b> Plainville Electrical Products Co The Plainville
<b>Dies</b> Hoggson & Pettis Mfg Co The 141 Brewery St New Haven Mitrametric Co The (ground for gears) Torrington Parker Stamp Works Inc The (plastics and die castings) Hartford Pratt & Whitney Co Inc (Monocone and Ducone Dies) West Hartford Precision Engineering Co Inc (forging, trimming & blanking) Southington	<b>Electric Cord Springs</b> Bristol Spring Manufacturing Co Plainville	<b>Electrical Test Equipment</b> McNeal J D New Haven
<b>Dies &amp; Die Cutting</b> Douglas Co Geo M New Haven	<b>Electric Cords</b> General Electric Company Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven	<b>Electrical Wiring Systems</b> Wiremold Co The Hartford
<b>Dies and Die Sinking</b> Consolidated Industries West Cheshire	<b>Electric Eye Control</b> Ripley Company Inc Middletown	<b>Electronic Parts</b> Terryville Manufacturing Co (Stampings to customer specifications) Terryville
<b>D'sh Drying Machines</b> Colt's Manufacturing Company Hartford	<b>Electric Fixture Wire</b> General Electric Company Bridgeport Rockbestos Products Corp (asbestos insulated) New Haven	<b>Electronics</b> Gray Manufacturing Company The Hartford McNeal J D New Haven Newton Co The Manchester Ripley Co Middletown Sturup Larabee & Warmers Inc Middletown
<b>Dish Washing Machines</b> Colt's Manufacturing Company Hartford	<b>Electric Hand Irons</b> Winsted Hardware Mfg Co (trade mark "Durability") Winsted	<b>Electroplating</b> City Plating Works Inc Bridgeport National Sherardizing & Machine Co Hartford Waterbury Plating Company Waterbury
<b>Display Containers</b> National Folding Box Co Inc (folding paper-board) New Haven and Versailles	<b>Electric Heating Elements</b> Hartford Element Co Hartford	<b>Electroplating—Equipment &amp; Supplies</b> Comco Inc Div of Enthone Inc New Haven Lea Manufacturing Co The Waterbury MacDermid Incorporated Waterbury
<b>Displays—Metal</b> Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham Merriam Mfg Co (Contract Work to Individual Specifications) Durham Parsons Co Inc W A (custom designed)	<b>Electric Ignition Harnesses</b> General Electric Company Bridgeport	<b>Electroplating &amp; Industrial Selenium Rectifiers</b> Foy Electro Chemical Co Ansonia
<b>Distribution Centers</b> Distribution Assemblies Department, General Electric Co Plainville	<b>Electric Insulation</b> Case Brothers Inc Manchester Stevens Paper Mills Inc The Windsor	<b>Electroplating Processes &amp; Supplies</b> Enthone Inc New Haven United Chromium Incorporated Waterbury
<b>Door Closers</b> Sargent & Company New Haven Yale & Towne Mfg Co The Stamford	<b>Electric Lighting Fixtures</b> Fan-Craft Mfg Co (residential, church, post lanterns) Plainville Plume & Atwood Mfg Co The Thomaston Wasley Products Inc Plainville	<b>Electrotypes</b> Barnum-Hayward Electrotype Co Inc New Haven Lockwood Sons Inc Wm H Hartford New Haven Electrotype Div Electrographic Corp New Haven
<b>Doors</b> Bilco Co The (metal, residential and commercial) West Haven	<b>Electric Motor Controls</b> Arrow-Hart & Hegeman Electric Co The Hartford	<b>Elevators</b> Eastern Machinery Co The (passenger and freight) New Haven General Elevator Service Co Hartford
<b>Dowel Pins</b> Allen Manufacturing Co The Hartford Holo-Krome Screw Corp The West Hartford	<b>Electrical Outlet and Switch Boxes, and Covers</b> General Electric Company Bridgeport	<b>Enameling</b> Conn Metal Finishing Co Hamden Waterbury Plating Company Waterbury
	<b>Electric Signs</b> Berger Sign Co Hartford United Advertising Corp New Haven	<b>Enameling and Finishing</b> Clairglow Mfg Co Portland
	<b>Electric Switches</b> Arrow-Hart & Hegeman Electric Co The Hartford	<b>End Milling Cutters</b> Pratt & Whitney Co Inc West Hartford
	<b>Electric Time Controls</b> R W Cramer Company Inc The Centerbrook	<b>Engines</b> Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford Wolverine Motor Works Inc (diesel stationary marine) Bridgeport
	<b>Electric Timers</b> Sessions Clock Co The Forestville	<b>Envelopes</b> Curtis 1000 Inc Hartford United States Envelope Company Hartford Division Hartford (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

**Envelopes—Stock and Special**  
Continental Can Co Paper Container Div  
Kensington

**Extractors—Tap**  
Walton Company The West Hartford

**Eyelets**  
American Brass Company The Waterbury  
Platt Bros & Co The P O Box 1030 Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Scovill Manufacturing Company Waterbury 91  
Stevens Co Inc Waterbury

**Eyelets, Ferrules and Wiring Terminals**  
American Brass Company The Waterbury

**Eyelet Machine Products**  
American Brass Company The Waterbury  
Ball & Socket Mfg Co The West  
Cold Forming Mfg Co The Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Stevens Co Inc Waterbury

**Fabricators**  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

**Fancy Dress Buttons and Buckles**  
Waterbury Companies Inc Waterbury

**Fans—Electric**  
General Electric Company Bridgeport

**Fasteners—Aircraft**  
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

**Fasteners—Laundry Proof**  
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

**Fasteners—Slide & Snap**  
G E Prentice Mfg Co The Kensington  
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

**Felt**  
Auburn Manufacturing Company The (mechanical, cut parts) Middletown  
Drycor Felt Company (paper makers and industrial) Staffordville

**Felt—All Purpose**  
American Felt Co (Mill & Cutting Plant) Glenville  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Fenders—Boat**  
B F Goodrich Sponge Products Division Shelton

**Fiber-glass Fabrication**  
Davis Co The E J New Haven

**Fibre Board**  
Case Brothers Inc Manchester  
C H Norton Co The North Westchester  
Stevens Paper Mills Inc The Windsor

**File Cards**  
Standard Card Clothing Co The Stafford Springs

**Films**  
Cine-Video Productions Inc Milford

**Finger Nail Clippers**  
H C Cook Co The 32 Beaver St Ansonia

**Firearms**  
Colt's Manufacturing Company Hartford  
Junior Screw Machine Products Inc West Haven

**Marlin Firearms Co The** New Haven  
**O F Mosberg & Sons Inc** New Haven  
**Remington Arms Company Inc** Bridgeport  
**Arms and Ammunition Div** Olin  
**Chemical Corp** New Haven

**Fire Hose**  
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
American Windshield & Specialty Co The  
881 Boston Post Road Milford  
John P Smith Co The (screens) 423-33 Chapel St New Haven

**Fireproof Floor Joists**  
Dextone Co The New Haven

**Fireworks**  
M Backes' Sons Inc Wallingford

**Fishing Lures**  
Dresser Products Inc Canaan

**Fishing Tackle**  
H C Cook Co The 32 Beaver St Ansonia

**Flashlights**  
Bridgeport Metal Goods Mfg Co Bridgeport  
Electrical Div Olin Mathieson Chemical Corp New Haven

**Flat Springs**  
Bristol Spring Manufacturing Co Plainville  
Gemco Manufacturing Co Inc Southington

**Flexible Shaft Machines**  
Pratt & Whitney Co Inc West Hartford

**Floor & Ceiling Plates**  
Beaton & Cadwell Mfg Co The New Britain

**Fluorescent Lighting Equipment**  
Fullerton Manufacturing Corp Norwalk  
Vanderman Manufacturing Co The Willimantic  
Wiremold Company The Hartford

**Foam Rubber**  
B F Goodrich Sponge Products Division Shelton

**Forgings**  
Billings & Spencer Company Hartford  
Capewell Manufacturing Company Hartford  
Cawthra Bros Forge Co Shelton  
Clark Brothers Bolt Co Milldale  
Consolidated Industries Inc West Cheshire  
Heppenstall Co (all kinds and shapes) Bridgeport

Scovill Manufacturing Company (Non-ferrous) Waterbury 91

**Foundries**  
Connecticut Malleable Castings Co (malleable iron castings) New Haven  
Ductile Iron Foundry Inc Stratford  
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia  
Fritzell Foundry & Casting Co The New Haven

Hartford Electric Steel Corp The Hartford  
Charles Parker Company The (brass, bronze, aluminum) Meriden  
Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
Producto Machine Company The Bridgeport  
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington  
Union Mfg Co (gray iron & semi steel) Torrington

Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

**Fountain Pens and Mechanical Pencils**  
Waterman Pen Company Inc Seymour

**Foundry Riddles**  
John P Smith Co The 423-33 Chapel St New Haven

**Fuel Oil Pump and Heater Sets**  
Peabody Engineering Corporation Stamford

**Furnaces**  
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk

**Gage Blocks**  
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

**Galvanizing**  
Malleable Iron Fittings Co Branford  
Wilcox Crittenden & Co Inc Middletown

**Gaskets**  
Auburn Manufacturing Company The (from all materials) Middletown

Raybestos Division of Raybestos-Manhattan Inc Bridgeport  
Tsingris Die Cutting Corp (from all materials) Waterbury

**Gas Range Conversion Burner**  
Holyoke Heater Corp of Conn Inc Hartford

**Gas Scrubbers, Coolers and Absorbers**  
Peabody Engineering Corporation Stamford

**Gauges**  
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury  
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

Manning Maxwell & Moore Inc Stratford  
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

**Gears**  
Mitrametric Co The (blanked fine pitch) Torrington

**Gears and Gear Cutting**  
Farrel-Birmingham Company Inc Ansonia  
Fenn Mfg Co The Newington  
Hartford Special Machinery Co The Hartford

**Glass Blowing**  
Macalaster Bicknell Company New Haven

**Glass Cutters**  
Fletcher-Terry Co The Forestville

**Glass Machinery**  
Tavano Mfg Co Torrington

**Gold & Silver Plating**  
Donham Craft Inc (on metals & plastics) Thomaston

**Golf Equipment**  
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

**Greeting Cards**  
A D Steinbach & Sons Inc New Haven

**Grinding**  
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia  
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford  
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

**Grinding Heads—Internal**  
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

**Grinding Machines**  
Farrel-Birmingham Company Inc (Roll) Ansonia  
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Grommets**  
American Brass Company The Waterbury  
Plume & Atwood Mfg Co The Waterbury

**Ground Rubber Rolls**  
Saybrook Manufacturing Inc Old Saybrook

**Guards for Machinery**  
Wheeler Co The G E New Haven

**Hack and Band Saw Blades**  
Capewell Manufacturing Co The Hartford

**Hammers—Carpenters and Machinists**  
Capewell Manufacturing Company Hartford

**Hand Tools**  
Billings and Spencer Company (wrenches, sockets and shop tools) Hartford  
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

**Hardness Testers**  
Wilson Mechanical Instrument Div American, Chain & Cable Company Inc Bridgeport

**Hardware**  
Bassick Company The (Automotive) Bridgeport  
Harlock Products Corp New Haven  
Sargent & Company New Haven  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown  
Yale & Towne Mfg Co The Stamford

**Hardware—Marine & Bus**  
Rostand Mfg Co The Milford

**Hardware—Trailer Cabinet**  
Excelsior Hardware Co The Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
J H Sessions & Son Bristol  
Yale & Towne Mfg Co The Stamford

**Hat Machinery**  
Doran Bros Inc Danbury

**Health Surgical & Orthopedic Supports**  
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

**Heat Elements**  
Electroflex Heat Inc Hartford  
Safeway Heat Elements Inc (woven wire resistance type) Middletown

**Heat Exchangers**  
Whitlock Manufacturing Co The Hartford

**Heat Treating**  
A F Holden Co The 52 Richard St West Haven  
Bennett Metal Treating Co The Elmwood  
1045 New Britain Ave Bridgeport  
Commercial Metal Treating Co Bridgeport  
New Britain-Gridley Machine Division  
The New Britain Machine Co New Britain  
Skene Co Inc The William A (metals) Bridgeport

Stanley P Rockwell Co Inc The  
296 Homestead Ave Hartford  
(Advt.)

# IT'S MADE IN CONNECTICUT

<b>Heat-Treating Equipment</b>	
Autoyre Company The	Oakville
Barnes Co The Wallace Div Associated Spring Corp	Bristol
A F Holden Company The	West Haven (Main Plant)
Bauer & Company Inc	Hartford
Rolock Inc (Retorts, Muffles, etc.)	Fairfield
Stanley P Rockwell Co Inc The (commercial)	Hartford
296 Homestead Ave	
<b>Heat Treating Fixtures</b>	
Rolock Inc (Trays, Baskets, etc.)	Fairfield
Wiretex Mfg Co Inc	Bridgeport
<b>Heat Treating Salts and Compounds</b>	
A F Holden Company The	West Haven
52 Richard Street	
Mitchell-Bradford Chemical Co	Bridgeport
<b>Heaters—Electric</b>	
General Electric Company	Bridgeport
<b>Heating and Cooling Coils</b>	
G & O Manufacturing Co	New Haven
<b>Heating Elements</b>	
Hartford Element Co	Hartford
<b>Heavy Chemicals</b>	
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	
<b>Hex-Socket Screws</b>	
Bristol Company The	Waterbury
Holo-Krome Screw Corp The	West Hartford
<b>High Frequency Alternators</b>	
Electric Specialty Co	Stamford
<b>Highway Guard Rail Hardware</b>	
Malleable Iron Fittings Co	Branford
<b>Hinges</b>	
Homer D Bronson Company	Beacon Falls
<b>Hobs and Hobblings</b>	
ABA Tool & Die Co	Manchester
Parker Stamp Works Inc The	Hartford
Pratt & Whitney Co Inc (Die and Thread Milling)	West Hartford
<b>Holsts</b>	
J-B Engineering Sales Co	New Haven
<b>Holsts and Trolleys</b>	
Union Mfg Company	New Britain
<b>Hose Fittings</b>	
Don Mfg Co J M	Naugatuck
Scovill Manufacturing Company	Waterbury
<b>Hose—Flexible Metallic</b>	
American Brass Co	
American Metal Hose Branch	Waterbury
<b>Hose Supporter Trimmings</b>	
Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport
<b>Hospital Signal Systems</b>	
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden
<b>Hydraulic Brake Fluids</b>	
Eis Manufacturing Co	Middletown
<b>Hydraulic Controls</b>	
Sperry Products Inc	Danbury
<b>Hypodermic Needles</b>	
Rochr Products Company	Waterbury
<b>Ice Buckets</b>	
B F Goodrich Sponge Products Division	Shelton
<b>Inductors</b>	
C G S Laboratories Inc	Stamford
<b>Industrial Chemicals</b>	
Foy Electro-Chemical Co	Ansonia
<b>Industrial Chrome Plating</b>	
Mirror Polishing & Buffing Co	Waterbury
<b>Industrial Displays</b>	
Sansone Co S Frederick (Designers Builders and Counselors)	Short Beach
<b>Industrial Finishes</b>	
Chemical Coatings Corporation	Rocky Hill
United Chromium Incorporated	Waterbury
<b>Industrial Tools—Powder Actuated</b>	
Remington Arms Company Inc	Bridgeport
<b>Inks</b>	
Waterman Pen Company Inc	Seymour
<b>Insecticides</b>	
American Cyanamid Company	Waterbury
<b>Insulated Wire &amp; Cable</b>	
Geneal Electric Company (for residential commercial and industrial applications)	Bridgeport
Kerite Company The	Seymour
<b>Insulated Wire &amp; Cable Machinery</b>	
Davis Electric Company	Wallingford
<b>Instruments</b>	
Bristol Company The	Waterbury
J-P-T Instruments Inc (Electrical and Temperature)	New Haven
Manning Maxwell & Moore Inc	Stratford
Pratt & Whitney Co Inc (Precision Measuring)	West Hartford
<b>Insulation</b>	
Gilman Brothers Co The	Gilman
<b>Integrators</b>	
Reflectone Corporation The	Stamford
<b>Inter-Communications Equipment</b>	
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden
<b>Interval Timers</b>	
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
<b>Jacquard</b>	
Case Brothers Inc	Manchester
<b>Japanning</b>	
J H Sessions & Son	Bristol
<b>Jig Borer</b>	
Moore Special Tool Co (Moore)	Bridgeport
Pratt & Whitney Co Inc	West Hartford
<b>Jigs, Fixtures &amp; Gages</b>	
Federal Machine & Tool Co	Bristol
<b>Jig Grinder</b>	
Moore Special Tool Co (Moore)	Bridgeport
<b>Keller Machines</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Key Blanks</b>	
Sargent & Company	New Haven
Yale & Towne Mfg Co The	Stamford
<b>Labels</b>	
J & J Cash Inc (Woven)	South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles)	Naugatuck
<b>Label Moisteners</b>	
Better Packages Inc	Shelton
<b>Laboratory Equipment</b>	
Eastern Industries Inc	New Haven
<b>Laboratory Supplies</b>	
Macalaster Bicknell Company	New Haven
<b>Laces</b>	
American Fabrics Company The	Bridgeport
Wilcox Lace Corporation	Middletown
<b>Laces and Nettings</b>	
Wilcox Lace Corporation The	Middletown
<b>Lacquers &amp; Synthetic Enamels</b>	
Chemical Coatings Corporation	Rocky Hill
I-Sis Chemicals Inc	Stamford
United Chromium Incorporated	Waterbury
<b>Ladders</b>	
A W Flint Co	196 Chapel St New Haven
<b>Laminated Metal</b>	
Bridgeport Brass Company	Bridgeport
<b>Lamps</b>	
Plume & Atwood Mfg Co The (metal oil)	Waterbury
<b>Lampholders—Incandescent and Fluorescent</b>	
General Electric Company	Bridgeport
<b>Lamp Shades</b>	
Verplex Company The	Essex
<b>Lanterns—Battery Operated</b>	
Electrical Div Olin Mathieson Chemical Corp	New Haven
<b>Lathes—Contin-U-Matic</b>	
Bullard Company, The (vertical multi-spindle-continuous turning type)	Bridgeport
<b>Lathes—Man-Au-Trol</b>	
Bullard Company The	Bridgeport
<b>Lathes—Multi-Au-Matic</b>	
Bullard Company The (vertical multi-spindle-indexing type)	Bridgeport
<b>Lathes—Toolroom and Automat'c</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Lathes—Vertical Turret</b>	
Bullard Company The (single spindle)	Bridgeport
<b>Lead Plating</b>	
Christie Plating Co The	Groton
<b>Leather</b>	
Norwich Leather Co	Norwich
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury
<b>Leather Dog Furnishings</b>	
Andrew B Hendryx Co The	New Haven
The Smith-Worthington Saddlery Co	Hartford
<b>Leather Goods Trimmings</b>	
G E Prentice Mfg Co The	Kensington
<b>Leather, Mechanical</b>	
Auburn Manufacturing Company	The (packings, cubs, washers, etc) Middletown
<b>Letterheads</b>	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven
<b>Levels—Machinist's Precision</b>	
Bullard Company The	Bridgeport
<b>Light Assemblies</b>	
Saybrook Manufacturing Inc	Old Saybrook
<b>Lighting Accessories—Fluorescent</b>	
General Electric Company	Bridgeport
<b>Lighting Equipment</b>	
Fullerton Manufacturing Corp	Norwalk
Miller Co The (Miller, Duplexalite, Ivanhoe)	Meriden
<b>Lines—Braided</b>	
Essex Mills Inc	Essex
<b>Lime</b>	
New England Lime Company	Canaan
<b>Lipstick Cases</b>	
Scovill Manufacturing Company	Waterbury
<b>Lipstick Containers</b>	
Bridgeport Metal Goods Mfg Co	Bridgeport
Plume & Atwood Manufacturing Co	Waterbury
<b>Lithographers</b>	
O'Toole & Sons Inc T	Stamford
<b>Lithographing</b>	
Kellogg & Bulkeley A Division of Connecticut Printers Inc	Stamford
Lehman Brothers Inc	New Haven
A D Steinbach & Sons	New Haven
<b>Locks—Banks</b>	
Yale & Towne Mfg Co The	Stamford
<b>Locks—Builders</b>	
Eagle Lock Co The	Terryville
Sargent & Company	New Haven
Yale & Towne Mfg Co The	Stamford
<b>Locks—Cabinet</b>	
Eagle Lock Co The	Terryville
Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The	Stamford
<b>Locks—Special Purpose</b>	
Eagle Lock Co The	Terryville
Yale & Towne Mfg Co The	Stamford
<b>Locks—Suitcase</b>	
Eagle Lock Co The	Terryville
<b>Locks—Suitcase and Trimmings</b>	
Excelsior Hardware Co The	Stamford
<b>Locks—Trunk</b>	
Eagle Lock Co The	Terryville
Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The	Stamford
<b>Locks—Zipper</b>	
Excelsior Hardware Co The	Stamford
<b>Loom—Non-Metallic</b>	
Wiremold Company The	Hartford
<b>Lumber &amp; Millwork Products</b>	
City Lumber Co of Bridgeport Inc	Bridgeport
<b>Machetes</b>	
Collins Company The	Collinsville
<b>Lubricants—High Pressure</b>	
Alpha Molykote Corp The	Stamford
<b>Lubricants—Extreme Temperatures</b>	
Alpha Molykote Corp The	Stamford (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

**Machine Design**  
Black Rock Mfg Company The Bridgeport

**Machine Tool Designers**  
R & S Company New Britain

**Machine Tools**  
Bullard Company The Bridgeport  
Pratt & Whitney Co Inc West Hartford  
Producto Machine Company The Bridgeport

**Machine Work**  
Black Rock Mfg Company The Bridgeport  
Farrel-Birmingham Company Inc Ansonia  
Fenn Manufacturing Company The (precision parts) Newington  
Hartford Special Machinery Co The (contract work only) Hartford  
National Sheradizing & Machine Co (job) Hartford  
Parker Stamp Works Inc The (Special) Hartford

Swan Tool & Machine Co The Hartford  
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

**Machinery**  
Fenn Manufacturing Company The (special) Newington  
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport  
Halden Machine Company The (mill) Thomaston  
Torrington Manufacturing Co The (mill) Torrington

**Machinery—Automatic**  
Banthin Engineering Company (new and rebuilt) Bridgeport

**Machinery—Bolt and Nut**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Cold Heading**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Dealers & Rebuilders**  
Botwinik Brothers New Haven  
J L Lucas and Son Fairfield  
State Machinery Co Inc New Haven

**Machinery—Extruding**  
Standard Machinery Co The Mystic

**Machinery—Metal-Working**  
Fenn Mfg Co The Newington  
Waterbury Farrel Foundry & Machine Co The Waterbury  
Pratt & Whitney Co Inc West Hartford

**Machinery—Nut**  
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

**Machinery—Screw and Rivet**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Drawing**  
Fenn Mfg Co The Newington  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Straightening**  
Mettler Machine Tool Inc New Haven

**Machines**  
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport  
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport  
Patent Button Company The Waterbury

**Machines—Automatic**  
A H Nilson Mach Co The (Special) Bridgeport

**Machines—Automatic Chucking**  
Bullard Company The Bridgeport  
New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) New Britain  
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

**Machines—Brushing**  
Fuller Brush Co The Hartford

**Machines—Contin-U-Matic**  
Bullard Company The (verticle multi-spindle—continuous turning) Bridgeport

**Machines—Draw Benches**  
Fenn Manufacturing Company The Newington

**Machines—Forming**  
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

**Machines—Paper Ruling**  
John McAdams & Sons Inc Norwalk

**Machines—Pipe & Bolt Threading**  
Capewell Mfg Co The Hartford

**Machines—Precision Boring**  
New Britain-Gridley Machine Division The New Britain Machine Co New Britain

**Machines—Rolling**  
Fenn Manufacturing Company The Newington

**Machines—Slotting**  
Globe Tapping Machine Company The (High Production Screw Head Slotting) Bridgeport  
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

**Machines—Spacing Table**  
Bullard Company The Bridgeport

**Machines—Special**  
Fenn Mfg Co The Newington  
Fuller Brush Co The Hartford

**Machines—Swaging**  
Fenn Manufacturing Company The Newington

**Machines—Thread Rolling**  
Hartford Special Machinery Co The Hartford  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machines—Turks Head**  
Fenn Manufacturing Company The Newington

**Machines—Well Drilling**  
Consolidated Industries West Cheshire

**Machines—Wire Drawing**  
Fenn Manufacturing Company The Newington

**Magnet Wire**  
Viking Wire Co Inc Danbury

**Manganese Bronze Ingot**  
Whipple and Choate Company Bridgeport

**Manicure Instruments**  
W E Bassett Company The Derby

**Marine Engines**  
Kilborn-Sauer Company (running lights and searchlights) Fairfield  
Lathrop Engine Co The Mystic

**Marine Equipment**  
Russell Manufacturing Company The (utility cord and accessory hardware) Middletown  
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

**Marine Reserve Gears**  
Snow-Nabstedt Gear Corp The New Haven

**Marking Devices**  
Hoggson & Pettis Mfg Co The New Haven  
Parker Stamp Works Inc The (steel) Hartford

**Material Handling**  
Parsons Co Inc W A (tote pans) Durham

**Mats—Newspaper**  
Lockwood Sons Inc Wm H Hartford

**Mattresses**  
Waterbury Mattress Co Waterbury

**Metal Boxes**  
Parsons Co Inc W A (tool kits) Durham

**Metal Boxes and Displays**  
Durham Mfg Co The (Designing & Mfg to customers specifications) Durham  
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham  
Charles Parker Co (sheet metal fabricators) Meriden

**Metal Cleaners**  
Apothecaries Hall Co Waterbury  
Enthone Inc New Haven  
Foy Electro-Chemical Co Ansonia  
MacDermid Incorporated Waterbury

**Metal Cleaning Machines**  
Colt's Manufacturing Company Hartford

**Metal Finishes**  
Enthone Inc New Haven  
Mitchell-Bradford Chemical Co Bridgeport  
United Chromium Incorporated Waterbury

**Metal Finishing**  
Hartford Industrial Finishing Co Hartford  
National Sheradizing & Machine Co Hartford  
Waterbury Plating Company Waterbury

**Metal Formings**  
Master Engineering Company West Cheshire  
Stanley Pressed Metal New Britain

**Metal Mouldings**  
Leed Co The H A Hamden

**Metalizing**  
Conn Metal Finishing Co Hamden

**Metal Novelties**  
H C Cook Co The 32 Beaver St Ansonia

**Metal Parts Washing Machines**  
Foy Electro-Chemical Co Ansonia

**Metal Plating—Gold & Silver**  
Donham Craft Inc Thomaston

**Metal Products—Stampings**  
American Brass Company The Waterbury  
Plume & Atwood Manufacturing Co Thomaston

J H Sessions & Son Bristol  
Scovill Manufacturing Company (Made-to-Order) Waterbury 91  
Stanley Pressed Metal New Britain

**Metal Specialties**  
Excelsior Hardware Co The Stamford

**Metal Spinning**  
Mosley Metal Crafts Inc West Hartford

**Metal Stampings**  
American Brass Company The Waterbury  
Autoyre Co The (Small) Oakville  
Better Formed Metals Inc Waterbury  
DooVal Tool & Mfg Inc The Naugatuck  
Excelsior Hardware Co The Stamford  
Greist Mfg Co The 503 Blake St New Haven  
H C Cook Co The 32 Beaver St Ansonia  
Humason Mfg Co The Forestville  
Mohawk Mfg Co (threaded) Middletown  
J A Otterbein Company The (metal fabrications) Middletown

J H Sessions & Son Bristol  
Patent Button Co The Waterbury  
G E Prentice Mfg Co The Kensington  
Plume & Atwood Mfg Co The Thomaston  
Saling Manufacturing Company Unionville  
Stanley Pressed Metal New Britain  
Swan Tool & Machine Co The Hartford  
Terryville Manufacturing Co The Terryville  
United States Rubber Company Shoe Hardware  
Division Waterbury  
Verplex Company The (Contract) Essex  
Waterbury Lock & Specialty Co The Milford

**Meters**  
Standard Meter Repair Co The Shelton

**Meters—Gas**  
Sprague Meter Company Bridgeport

**Meters—Parking**  
Rhodes Inc M H Hartford

**Microfilming**  
American Microfilming Service Company New Haven

**Milk Bottle Carriers**  
John P Smith Co The 423-33 Chapel St New Haven

**Milling Machines**  
Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Mill Products**  
Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

**Mill Supplies**  
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

**Millwork**  
Hartford Builders Finish Co Hartford

**Miniature Precision Connectors**  
Gorn Electric Co Stamford

**Minute Minders**  
Lux Clock Mfg Co The Waterbury

**Mirror Rosettes and Hangers**  
Waterbury Companies Inc Waterbury

**Mixing Equipment**  
Eastern Industries Inc New Haven  
Gabb Special Products Div The E Horton & Son Co Windsor Locks (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

<b>Model Work</b>	
B & N Tool & Engineering Co (instruments and timing devices)	Oakville
<b>Mops</b>	
Fuller Brush Co The	Hartford
<b>Motor Control Centers</b>	
Distribution Assemblies Department, Electric Co	General Plainville
<b>Motor-Generator Sets</b>	
Electric Specialty Co	Stamford
<b>Motors-Electric Timing</b>	
Cramer Co Inc The R W	Centerbrook
<b>Motors-Synchronous</b>	
Cramer Co Inc The R W	Centerbrook
Electric Specialty Co	Stamford
<b>Moulded Plastic Products</b>	
Butterfield Inc T F	Naugatuck
Colt's Manufacturing Company	Hartford
Patent Button Co The	Waterbury
Waterbury Companies Inc	Waterbury
Watertown Mfg Co The	117 Echo Lake Road Watertown
<b>Mouldings</b>	
Himmel Brothers Co The (architectural, metal and store front)	Hamden
<b>Moulds</b>	
ABA Tool & Die Co	Manchester
Hoggson & Pettis Mfg Co The (steel)	New Haven
114 Brewery St	
Parker Stamp Works Inc The (compression injection & transfer for plastics)	Hartford
<b>Napper Clothing</b>	
Standard Card Clothing Co The (for textile mills)	Stafford Springs
<b>Nettings</b>	
Wilcox Lace Corp The	Middletown
<b>Newspaper Mats</b>	
Lockwood Sons Inc Wm H	Hartford
<b>Nickel Anodes</b>	
Apothecaries Hall Co	Waterbury
<b>Nickel Silver</b>	
American Brass Company The	Waterbury
Bridgeport Brass Company	Bridgeport
Plume & Atwood Mfg Co The	Thomaston
Seymour Mfg Co The	Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)	New Haven
<b>Nickel Silver Ingot</b>	
Whipple and Choate Company The	Bridgeport
<b>Night Latches</b>	
Sargent & Company	New Haven
Yale & Towne Mfg Co Inc	Stamford
<b>Non-ferrous Metal Castings</b>	
Miller Company The	Meriden
Charles Parker Co	Meriden
<b>Nuts, Bolts and Washers</b>	
Clark Brothers Bolt Co	Milldale
<b>Office Equipment</b>	
Pitney-Bowes Inc	Stamford
Underwood Corporation	Bridgeport & Hartford
<b>Offset Printing</b>	
Kellogg & Bulkeley A Division of Connecticut Printers Inc	Hartford
<b>Oil Burners</b>	
Miller Company The (domestic)	Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer)	Stamford
Silent Glow Oil Burner Corp The	Hartford
1477 Park St	
<b>Oil Tanks</b>	
Norwalk Tank Co The (\$50 to 30M gals, underwriters above and under ground)	South Norwalk
Whitlock Manufacturing Co The	Hartford
<b>Oils-Cutting</b>	
Anderson Oil Co Inc F E	Portland
<b>Open Knife Switches and Accessories</b>	
Trumbull Components Department, Electric Co	General Plainville
<b>Optical Cores &amp; Ingots</b>	
Plume & Atwood Mfg Co The	Thomaston
<b>Otis Woven Awning Stripes</b>	
The Falls Company	Norwich
<b>Ovens-Electric</b>	
Bauer & Company Inc	Hartford
<b>Overhead Garage Doors</b>	
Wallingford Planing Mill Co Inc	Yalesville
<b>Package Sealers</b>	
Better Packages Inc	Shelton
<b>Packaging Machinery</b>	
Colt's Manufacturing Company (box making machinery, Trade mark "Rite Size")	Hartford
<b>Packaging &amp; Packing</b>	
Mercer & Stewart Co The	Hartford
<b>Packing</b>	
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre)	Middletown
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet)	Bridgeport
<b>Padlocks</b>	
Sargent & Company	New Haven
Waterbury Lock & Specialty Co The	Millford
Yale & Towne Mfg Co Inc	Stamford
<b>Pads-Office</b>	
The Baker Goodyear Company	New Haven
<b>Paints and Enamels</b>	
Staminate Corp The	New Haven
<b>Panelboards-Lighting and Distribution</b>	
Distribution Assemblies Department, Electric Co	General Plainville
<b>Panelyte</b>	
Leed Co The H A	Hamden
<b>Panta</b>	
Moore Special Tool Co (orush wheel dresser)	Bridgeport
<b>Paperboard</b>	
Federal Paper Board Co Inc	Montville, New Haven & Versailles
Gair Company Inc Robert	Montville
Robertson Paper Box Co	Montville
New Haven Pulp and Board Co The	New Haven
<b>Paper Box-Partitions</b>	
American Rondo Corporation (specialty partitions)	Hamden
<b>Paper Boxes</b>	
Atlantic Carton Corp (folding)	Norwich
Gair Co Inc Robert (folding)	Montville
National Folding Box Co Inc (folding)	New Haven & Versailles
New Haven Board and Carton Co The	New Haven
Mills Inc H J	Bristol
Robertson Paper Box Co (folding)	Montville
<b>Paper Boxes-Folding and Setup</b>	
Bridgeport Paper Box Company	Bridgeport
M Backes' Sons Inc	Wallingford
<b>Paper Clips</b>	
H C Cook Co The (steel) 32 Beaver St	Ansonia
<b>Paper Mill Machinery</b>	
Farrel-Birmingham Company Inc	Ansonia
<b>Paper Tubes and Cores</b>	
Sonoco Products Co (Climax-Lowell) Div	Mystic
<b>Parachute Cord</b>	
Essex Mills Inc	Essex
<b>Parallel Tubes</b>	
Sonoco Products Co (Climax-Lowell) Div	Mystic
<b>Parkerizing</b>	
Claireglow Mfg Company	Portland
<b>Parking Meters</b>	
Rhodes Inc M H	Hartford
<b>Parts</b>	
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, orance, etc.-blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)	Waterbury
<b>Passenger Car Sander</b>	
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden
<b>Pattern-Makers</b>	
Farrel-Birmingham Company Inc	Ansonia
<b>Penlights</b>	
Bridgeport Metal Goods Mfg Co	Bridgeport
<b>Pet Furnishings</b>	
Andrew B Hendrix Co The	New Haven
<b>Phosphor Bronze</b>	
American Brass Company The	Waterbury
Bridgeport Brass Company	Bridgeport
Miller Company The (sheets, strips, rolls)	Meriden
Seymour Mfg Co The	Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)	New Haven
<b>Phosphor Bronze Ingots</b>	
Whipple and Choate Company The	Bridgeport
<b>Photoflash Batteries</b>	
Electrical Div Olin Mathieson Chemical Corp	New Haven
<b>Photographic Equipment</b>	
Electrical Div Olin Mathieson Chemical Corp	New Haven
Kalart Company Inc	Plainville
<b>Piano Repairs</b>	
Pratt Read & Co Inc (keys and action)	Ivoryton
<b>Piano Supplies</b>	
Pratt Read & Co (keys and actions, backs, plates)	Ivoryton
<b>Pins</b>	
CEM Company ("Spirol")	Danielson
<b>Pin Up Lamps</b>	
Verplex Company The	Essex
<b>Pipe</b>	
American Brass Co The (brass and copper)	Waterbury
Bridgeport Brass Co (brass and Copper)	Bridgeport
Chase Brass & Copper Co (red brass and copper)	Waterbury
Howard Co (cement well and chimney)	New Haven
<b>Pipe Fitters Hand Tools &amp; Pipe Threading Machines</b>	
Capewell Manufacturing Company	Hartford
<b>Pipe Fittings</b>	
Corley Co Inc	Plainville
Malleable Iron Fittings Co	Branford
<b>Pipe Plugs</b>	
Holo-Krome Screw Corporation The (counter-sunk)	West Hartford
<b>Pipe Plugs-Socketed</b>	
Holo-Krome Screw Corp The	West Hartford
<b>Plastic Coatings</b>	
Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton
<b>Plastic Buttons</b>	
Frank Parizek Manufacturing Co The	West Willington
Patent Button Co The	Waterbury
<b>Plastic Gems</b>	
Colt's Manufacturing Company	Hartford
<b>Plastic Lining Equipment</b>	
Comco Inc Div of Enthone Inc	New Haven
<b>Plastic Materials</b>	
American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins)	Wallingford
<b>Plastic Pipe and Fittings</b>	
Comco Inc Div of Enthone Inc	New Haven
<b>Plastic Molders</b>	
Plastic Molding Corporation	Sandy Hook
<b>Plastic Molding</b>	
Butterfield Inc T F	Naugatuck
U S Plastic Molding Corporation	Wallingford
<b>Plastic-Moulders</b>	
Colt's Manufacturing Company	Hartford
Conn Plastics	Waterbury
Waterbury Companies Inc	Waterbury
Watertown Mfg Co The	Watertown
<b>Plastic Printing Plates</b>	
Lockwood Sons Inc Wm H	Hartford
<b>Plastic Wire Coating Materials</b>	
Electronic Rubber Co	Stamford
<b>Plastics</b>	
B F Goodrich Sponge Products Division	Shelton
Humphrey Fabricating Corp (laminated, fabricated parts)	Unionville
Naugatuck Chemical Division	Unitel States
Rubber Co	Naugatuck (Advt.)

<b>Plastics Machinery</b>	
Black Rock Mfg Company The	Bridgeport
Farrel-Birmingham Company Inc	Ansonia
<b>Plastics Plated—Gold &amp; Silver</b>	
Donham Craft Inc	Thomaston
<b>Plastics—Moulds &amp; Dies</b>	
Crown Tool & Die Co Inc	Bridgeport
Parker Stamp Works Inc The (for plastics)	Hartford
<b>Plasticrete Bloc</b>	
Plasticrete Corp	Hamden
<b>Platers</b>	
Acme Chromium Plating Co	New Haven
Christie Plating Co	Groton
City Plating Works	Bridgeport
Patent Button Co The	Waterbury
Water Plating Company	Waterbury
Chromium Process Company The (Plating only)	Derby
<b>Platers' Equipment</b>	
Apothecaries Hall Company	Waterbury
Comco Inc Div of Enthone Inc	New Haven
Foy Electro-Chemical Co	Ansonia
Lea Manufacturing Co The	Waterbury
MacDermid Incorporated	Waterbury
<b>Platers Metal</b>	
Plume & Atwood Mfg Co The	Thomaston
<b>Plating</b>	
Christie Plating Co The (including lead plating)	Groton
City Plating Works Inc	Bridgeport
Conn Metal Finishing Co	Hamden
Superior Plating Co	Bridgeport
<b>Plating on Metals &amp; Plastics</b>	
Donham Craft Inc	Thomaston
<b>Plating Processes and Supplies</b>	
Enthone Inc	New Haven
United Chromium Incorporated	Waterbury
<b>Plumbers' Brass Goods</b>	
Bridgeport Brass Co	Bridgeport
Keeney Mfg Co The (special bends)	Newington
Scovill Manufacturing Company	Waterbury 48
<b>Plumbing Specialties</b>	
Risdon Manufacturing Co John M Russell Div	Naugatuck
<b>Pneumatic Machinery</b>	
Bourne Tool & Die Co (built, designed & tooled)	Watertown
<b>Pole Line Hardware</b>	
Malleable Iron Fittings Co	Brantford
<b>Police Equipment</b>	
The Smith-Worthington Saddlery Co	Hartford
<b>Polishing</b>	
Mirror Polishing & Buffing Co	Waterbury
<b>Polishing &amp; Buffing</b>	
General Polishing & Buffing	Bridgeport
<b>Poly Chokes</b>	
Poly Choke Company The (a shotgun choking device)	Tarrriffville
<b>Postage Meters</b>	
Pitney Bowes Inc	Stamford
<b>Potentiometers—Electronic</b>	
Bristol Company The	Waterbury
<b>Power Rollers</b>	
Consolidated Industries Inc	West Cheshire
<b>Precision Electronic Chassis</b>	
Saybrook Manufacturing Inc	Old Saybrook
<b>Precision Machine Tool Spindles</b>	
Whitton Manufacturing Co (for milling, grinding, boring & drilling)	Farmington
<b>Precision Manufacturing</b>	
Newton Co The (aircraft parts)	Manchester
<b>Precision Revolving Machinery</b>	
Whitton Manufacturing Co	Farmington
<b>Precision Springs &amp; Wire Forms</b>	
Rowley Spring Co Inc The	Bristol
<b>Prefabricated Buildings</b>	
City Lumber of Bridgeport Inc The	Bridgeport
<b>Premium Specialties</b>	
Waterbury Companies Inc	Waterbury
<b>Preservatives—Wood, Rope, Fabric</b>	
Darworth Incorporated ("Cuprinol")	Simsbury
<b>Press Papers</b>	
Case Brothers Inc	Manchester
<b>Presses</b>	
Farrel-Birmingham Company Inc (Hydraulic)	Ansonia
<b>Presses—Molding</b>	
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic)	Mystic
<b>Presses—Power</b>	
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Simsbury
Waterbury Farrel Foundry & Machine Co The	Waterbury
<b>Pressure Vessels</b>	
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk
Whitlock Manufacturing Co The	Hartford
<b>Printing</b>	
Bussmann Press Inc	New Haven
Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford
Finlay Brothers	Hartford
Hemlinway Corporation The	Waterbury
Hildreth Press	Bristol
Lehman Brothers Inc	Hartford
Taylor & Greenough Co The	New Haven
T B Simonds Inc	Hartford
A D Steinbach & Sons	New Haven
The Walker-Rackliff Company	New Haven
<b>Printing Machinery</b>	
Banthin Engineering Co (automatic)	Bridgeport
Thomas W Hall Company	Stamford
<b>Printing Plates</b>	
Lockwood Sons Inc Wm H	Hartford
<b>Printing Rollers</b>	
Chambers-Storck Company Inc The (engraved)	Norwich
<b>Production Control Equipment</b>	
Ripley Company Inc	Middletown
<b>Production Welding</b>	
Consolidated Industries	West Cheshire
<b>Profilers</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Propellers—Aircraft</b>	
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks
<b>Protective Coatings</b>	
Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton
Harrison Company The A S (Waxes)	South Norwalk
<b>Publishers</b>	
O'Toole & Sons Inc The	Stamford
<b>Pumps</b>	
Yale & Towne Mfg Co The	Stamford
<b>Pumps—Small Industrial</b>	
Eastern Industries Inc	New Haven
<b>Pump Valves</b>	
Colt's Manufacturing Company	Hartford
<b>Punches</b>	
Hoggson & Pettis Mfg Co The (ticket & cloth)	New Haven
141 Brewery St	New Haven
<b>Putty Softeners—Electrical</b>	
Fletcher Terry Co The	Box 415 Forestville
<b>Pyrometers</b>	
Bristol Co The (recording and controlling)	Waterbury
<b>Radiation—Finned Copper</b>	
Bush Manufacturing Co	West Hartford
G & O Manufacturing Company The	New Haven
Vulcan Radiator Co The (steel and copper)	Hartford
<b>Radiators—Engine Cooling</b>	
G & O Manufacturing Co	New Haven
<b>Ratchet Offset Screw Driver</b>	
Chapman Co J W	Durham
<b>Rayon Staple Fiber</b>	
Hartford Rayon Corp The	Rocky Hill
<b>Reamers</b>	
Pratt & Whitney Co Inc (All types)	West Hartford
<b>Recorders</b>	
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
<b>Reduction Gears</b>	
Farrel-Birmingham Company Inc	Ansonia
Snow-Nabstedt Gear Corp The	New Haven
<b>Refractories</b>	
Howard Company	New Haven
Mullite Refractories Company The	Shelton
<b>Refrigeration</b>	
Bowser Technical Refrigeration Div	Bowser
Inc (high altitude, low temperature)	Terryville
Bush Manufacturing Co The	West Hartford
<b>Regulators</b>	
Norwalk Valve Company (for gas and air)	South Norwalk
Sorensen & Company Inc	Stamford
<b>Research &amp; Development</b>	
Raymond Engineering Laboratories (Electro-Mechanical)	Middletown
<b>Resistance Wire</b>	
C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport
Kanthal Corporation The	Stamford
<b>Respirators</b>	
American Optical Company Safety Division	Putnam
<b>Retainers</b>	
Hartford Steel Ball Co The (bicycle & automotive)	Hartford
<b>Riveting Machines</b>	
Grant Mfg & Machine Co The	Bridgeport
Ripley Company Inc	Middletown
H P Townsend Manufacturing Co The	Elmwood
<b>Rivets</b>	
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterville
Clark Brothers Bolt Co	Milldale
Plume & Atwood Mfg Co The	Thomaston
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport
<b>Rods</b>	
American Brass Company The (copper, brass, bronze)	Waterbury
Bridgeport Brass Company	Bridgeport
Bristol Brass Corp The (brass and bronze)	Bristol
Scovill Manufacturing Company (aluminum, brass, bronze, etc.)	Waterbury
<b>Rollers—Bituminous Paving</b>	
Gabb Special Products Div E Horton & Son Company	Windsor Locks
<b>Roller Skate Wheels</b>	
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
<b>Roller Skates</b>	
Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven
<b>Rolling Mills &amp; Equipment</b>	
Farrel-Birmingham Company Inc	Ansonia
Fenn Mfg Co The	Newington
Precision Methods & Machines Inc	Waterbury
Waterbury Farrel Foundry & Machine Co The	Waterbury
<b>Rolls</b>	
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia
<b>Rope Wire</b>	
American Steel & Wire Div of U S Steel	New Haven
<b>Rubber—Cellular</b>	
B F Goodrich Sponge Products Division	Shelton
<b>Rubber Chemicals</b>	
Naugatuck Chemical Division United States Rubber Co	Naugatuck
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils)	Stamford
<b>Rubber Cutting Machinery</b>	
Black Rock Mfg Company The	Bridgeport
<b>Rubberized Fabrics</b>	
Duro-Gloss Rubber Co The	New Haven
<b>Rubber Footwear</b>	
Goodyear Rubber Co The	Middletown
<b>Rubber Gloves</b>	
Seamless Rubber Company The	New Haven (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

<b>Rubber—Handmade Specialties</b>	
Seamless Rubber Company The	New Haven
<b>Rubber Latex Compounds and Dispersions</b>	
Naugatuck Chemical Division	United States
Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck
<b>Rubber—Latex Foam</b>	
B F Goodrich Sponge Products Division	Shelton
<b>Rubber Mill Machinery</b>	
Farrel-Birmingham Company Inc	Ansonia
<b>Rubber—Molded Specialties</b>	
Airex Rubber Prod Corp	Portland
Canfield Co The H O	Bridgeport
Seamless Rubber Company The	New Haven
<b>Rubber Products</b>	
Airex Rubber Prod Corp	Portland
<b>Rubber Printing Plates</b>	
Lockwood Sons Inc Wm H	Hartford
<b>Rubber Products—Mechanical</b>	
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown
Canfield Co The H O	Bridgeport
Seamless Rubber Company The	New Haven
<b>Rubber—Reclaimed</b>	
Naugatuck Chemical Division	United States
Rubber Co	Naugatuck
<b>Rubbers</b>	
Naugatuck Chemical Div U S Rubber Co (special synthetic)	Naugatuck
<b>Rubbish Burners</b>	
John P Smith Co The	423-33 Chapel St New Haven
<b>Rust Preventives</b>	
Anderson Oil Co Inc F E	Portland
Enthone Inc	New Haven
<b>Rust Removers</b>	
Enthone Inc	New Haven
<b>Saddlery</b>	
The Smith-Worthington Saddlery Co	Hartford
<b>Safety Clothing</b>	
American Optical Company Safety Division	Products Putnam
<b>Safety Fuses</b>	
Ensign-Bickford Co The (mining & detonating)	Simsbury
<b>Safety Gloves and Mittens</b>	
American Optical Company Safety Division	Products Putnam
<b>Safety Goggles</b>	
American Optical Company Safety Division	Products Putnam
<b>Safety Switches</b>	
Trumbull Components Department, Electric Co	General Plainville
<b>Saw Blades—Hack</b>	
Capewell Mfg Co The	Hartford
<b>Saw Blades—Hack &amp; Band</b>	
Capewell Manufacturing Company	Hartford
<b>Saws, Band, Metal Cutting</b>	
Atlantic Saw Mfg Co	New Haven
<b>Scissors</b>	
Acme Shear Company The	Bridgeport
<b>Screens</b>	
Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford
<b>Screw Caps</b>	
Weimann Bros Mfg Co The (small for bottles)	Derby
<b>Screw Machines</b>	
H P Townsend Mfg Company The	Elmwood
<b>Screw Machine Products</b>	
Apex Tool Co Inc The	Bridgeport
Auto Electric Screw Machine Co Inc	Bridgeport
Blake & Johnson Co The	Waterbury
Consolidated Industries	West Cheshire
Dependable Automatic Screw Co	Waterbury
Eastern Machine Screw Corp The	Waterbury
Truman & Barclay Sts	New Haven
Fairchild Screw Products Inc	Winsted
Franklin Screw Machine Co The (up to 1½" capacity)	Hartford
Garthwait Mfg Co A E (up to and incl ½")	Waterbury
Geist Mfg Co The (Up to 1½" capacity)	New Haven
Horberg Grinding Industries Inc (Heat treated and ground type only)	Bridgeport
19 Staples Street	Forestville
Humason Mfg Co The	West Haven
Junior Screw Machine Products Inc	West Haven
Kerrig Company	West Haven
Lowie Mfg Co The	Wethersfield
<b>Screw Machine Products (Cont.)</b>	
Main Screw Machine Products (davenport & automatics exclusively)	Waterbury
National Automatic Products Company The	Berlin
Nelson's Screw Machine Products	Plantsville
New Britain Machine Company The	New Britain
New Haven Screw Machine Prods Inc (up to 1½" capacity)	Milford
Olson Brothers Company (up to ¾" capacity)	Plainville
Olson & Sons R P	Southington
Peck Spring Co The	Plainville
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterbury 91
United Screw Machine Co	Thomaston
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport)	Waterbury
<b>Screw Machine Tools</b>	
American Cam Company Inc (Circular Form Tools)	Hartford
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls)	West Hartford
Somma Tool Co (precision circular form tools)	Waterbury
<b>Screws</b>	
American Screw Company	Willimantic
Atlantic Screw Works (wood)	Hartford
Blake & Johnson Co The (machine and wood)	Waterville
Bristol Company The (socket set and socket cap screws)	Waterbury
Clark Brothers Bolt Co	Milford
Eagle Lock Co The	Terryville
Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford
Scovill Manufacturing Company	Waterbury 91
Superior Manufacturing Co The	Winsted
<b>Screws—Socket</b>	
Allen Manufacturing Company The	Hartford
Bristol Co The	Waterbury
Holo-Krome Screw Corp The	West Hartford
<b>Sealing Tape Machines</b>	
Better Packages Inc	Shelton
<b>Service Entrance Equipment</b>	
Trumbull Components Department, Electric Co	General Plainville
<b>Sewing Machines</b>	
Greist Mfg Co The (Sewing Machine attachments)	503 Blake St New Haven
Morrow Machine Co The (Industrial)	Hartford
Singer Manufacturing Company The (Industrial)	Bridgeport
<b>Shaving Soaps</b>	
J B Williams Co The	Glastonbury
<b>Shears</b>	
Acme Shear Co The (household)	Bridgeport
<b>Sheet Metal Products</b>	
American Brass Co The (brass and copper)	Waterbury
Dresser Products Inc (Fabricators)	Canaan
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
Charles Parker Co (sheet metal fabricators)	Meriden
Parsons Co Inc W A (fabricators)	Durham
Plume & Atwood Mfg Co The	Thomaston
United Manufacturing Co Division of The W L Maxson Corp	Hamden
<b>Sheet Metal Stampings</b>	
American Brass Company The	Waterbury
American Buckle Co The	West Haven
DooVal Tool & Mfg Inc The	Naugatuck
Dresser Products Inc	Canaan
J H Sessions & Son	Bristol
Patent Button Co The	Waterbury
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys)	Waterbury
<b>Shells</b>	
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw)	Waterbury
Wolcott Tool and Manufacturing Company Inc	Waterbury
<b>Shipment Sealers</b>	
Better Packages Inc	Shelton
<b>Showcase Lighting Equipment</b>	
Wiremold Company The	Hartford
<b>Signals</b>	
H C Cook Co The (for card files)	Ansonia
32 Beaver St	Hartford
<b>Signs</b>	
Berger Sign Co (neon electric-porcelain enamel—stainless steel)	Hartford
<b>Silk Screen Process Printing</b>	
Norton Co B H	New Haven
<b>Silk Screen Printing</b>	
Sirocco Screenprints	New Haven
<b>Silk Screening on Metal</b>	
Merriam Mfg Co (Displays and Specialties, to order)	Durham
<b>Silver &amp; Gold Plating</b>	
Donham Craft Inc (on metals & plastics)	Thomaston
<b>Simulators</b>	
Reflectone Corporation The	Stamford
<b>Sintered Metal Products</b>	
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
<b>Sizing and Finishing Compounds</b>	
American Cyanamid Company	Waterbury
<b>Slide Fasteners</b>	
G E Prentice Mfg Co The	Kensington
North & Judd Manufacturing Co	New Britain
Scovill Manufacturing Company (GRIPPER zippers)	Waterbury
<b>Slings</b>	
American Steel & Wire Div of U. S. Steel	New Haven
<b>Smoke Stacks</b>	
Bigelow Company The (steel)	New Haven
Norwalk Tank Co The	South Norwalk
<b>Snap Fasteners</b>	
Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury
<b>Soap</b>	
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
<b>Special Machinery</b>	
Banther Engineering Company (complete and/or parts)	Bridgeport
Boesch Mfg Co Inc	Danbury
Black Rock Mfg Company The	Bridgeport
Farrel-Birmingham Company Inc	Ansonia
Federal Machine & Tool Co	Bristol
Fenn Mfg Co The	Newington
Hartford Special Machinery Co The	Hartford
H P Townsend Mfg Company The	Elmwood
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
Swan Tool & Machine Co The	Hartford
<b>Special Parts</b>	
Fenn Mfg Co The	Newington
Greist Mfg Co The (small machines, especially precision stampings)	New Haven
J H Sessions & Son	Bristol
<b>Spinnings</b>	
Gray Manufacturing Company The	Hartford
<b>Spline Milling Machines</b>	
Townsend Mfg Co The H P	Elmwood
<b>Sponge Rubber</b>	
B F Goodrich Sponge Products Division	Shelton
<b>Spotwelding</b>	
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys)	Stratford
<b>Spray Painting Equipment and Supplies</b>	
Lea Manufacturing Co The	Waterbury
<b>Spring Colling Machines</b>	
Torrington Manufacturing Co The	Torrington
<b>Spring Presses</b>	
Townsend Mfg Co The H P	Elmwood
<b>Spring Units</b>	
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport
<b>Spring Washers</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
<b>Spring—Coil &amp; Flat</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Barrett Co William L	Bristol
Bristol Spring Manufacturing Co	Plainville
Foursome Manufacturing Co	Bristol
Humason Mfg Co The	Forestville
Newcomb Spring Corp The	Southington
New England Spring Manufacturing Company	Unionville
Peck Spring Co The	Plainville
<b>Spring—Flat</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bristol Spring Manufacturing Co	Plainville
Foursome Manufacturing Co	Bristol
Humason Mfg Co The	Forestville
<b>Spring—Furniture</b>	
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

<b>Springs—Wire</b>		<b>Surgical Rubber Goods</b>		<b>Threading Machines</b>	
Barnes Co The Wallace Div Associated Spring Corp	Springfield	Seamless Rubber Company The	New Haven	Grant Mfg & Machine Co The (double and automatic)	Bridgeport
Bristol Spring Manufacturing Co	Plainville	<b>Swaging Machinery</b>	Newington	<b>Timers, Interval</b>	Waterbury
Colonial Spring Corporation The	Hartford	Fenn Mfg Co The		A W Haydon Co The	Waterbury
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford	<b>Switchboards</b>		H C Thompson Clock Co The	Bristol
Foursome Manufacturing Co	Bristol	Distribution Assemblies Department, General Electric Co	Plainville	R W Cramer Company Inc The	Centerbrook
Forestville Mfg Co The	Forestville	<b>Switchboards Wire and Cables</b>		Rhodes Inc M H	Hartford
D R Templeman Co (coil and torsion)	Plainville	Rockbestos Products Corp (asbestos insulated)	New Haven	<b>Timing Devices</b>	
J W Bernston Company (coil and torsion)	Southington	<b>Switches—Electric</b>	Bridgeport	B & N Tool & Engineering Co (development and model work)	Oakville
Newcomb Spring Corp The	Plainville	<b>Synthetic Resins</b>		R W Cramer Company Inc The	Centerbrook
<b>Springs, Wire &amp; Flat</b>	Oakville	American Cyanamid Co (Textile Resins, Paper Resins)	Waterbury	A W Haydon Co The	Waterbury
<b>Sprinklers</b>		<b>Tabulating Equipment—Manual</b>		Lux Clock Manufacturing Company	Waterbury
Scovill Manufacturing Company (GREEN SPOT)	Waterbury	Denominator Company Inc	Woodbury	M H Rhodes Inc	Hartford
<b>Stamped Metal Products</b>	Waterbury	Veeder-Root Incorporated	Hartford	<b>Tinning</b>	
<b>Stampings</b>		<b>Tanks</b>		Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
C & H Mfg Co Inc	Watertown	Bigelow Company The (steel)	New Haven	Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
Donahue Mfg Co Inc	Watertown	Comco Inc Div of Enthone Inc (steel, alloy and lined)	New Haven	<b>Tokens</b>	
DooVal Tool & Mfg Inc The	Naugatuck	Connecticut Welders Inc (steel, alloy & lined)	Wallingford	Scovill Manufacturing Company (bus, street car and subway fare)	Waterbury
Foursome Manufacturing Co	Bristol	Foy Electro-Chemical Co (Metal & Plastic)	Ansonia	<b>Tool Chests</b>	
Plume & Atwood Mfg Co The (small)	Thomaston	Norwalk Tank Co The	South Norwalk	Vanderman Manufacturing Co The	Willimantic
Saybrook Manufacturing Inc	Old Saybrook	Rolock Inc (Alloy)	Fairfield	<b>Tool Hardening</b>	
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)	Waterbury	Storts Welding Company (steel and alloy)	Meriden	<b>Tools</b>	
Stanley Pressed Metal	New Britain	<b>Tap Extractors</b>		B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive)	Oakville
<b>Stampings—Small</b>		Walton Company The	West Hartford	Hoggeson & Pettis Mfg Co The (rubber workers)	New Haven
Acme Shear Co The	Bridgeport	Russell Manufacturing Company The (woven cotton and woven glass tape)	Middletown	141 Brewery St	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	<b>Tapes—Industrial Pressure Sensitive</b>		<b>Tools &amp; Dies</b>	
Barrett Co William L	Bristol	Seamless Rubber Company The	New Haven	C & H Mfg Co Inc	Watertown
Bristol Spring Manufacturing Co	Plainville	<b>Tape Recorders</b>		Lambro Tool-Die & Mfg Co	Bridgeport
Greist Manufacturing Co The	New Haven	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	Metropolitan Tool & Die	Hartford
Humason Mfg Co The	Forestville	<b>Tape Recorder Magazines</b>		Moore Special Tool Co	Bridgeport
<b>Stamps</b>		Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	Swan Tool & Machine Co The	Hartford
Hoggeson & Pettis Mfg Co The (steel)	141 Brewery St	<b>Taps</b>		<b>Tools, Dies &amp; Fixtures</b>	
Parker Stamp Works Inc The (steel)	Hartford	Pratt & Whitney Co Inc	West Hartford	Greist Mfg Co The	New Haven
<b>Stationery Specialties</b>		<b>Tarred Lines</b>		<b>Tools, Dies, Jigs &amp; Fixtures</b>	
American Brass Company The	Waterbury	Brownell & Co Inc	Moodus	O.S.A. Manufacturing Co	Plainville
<b>Steel</b>		<b>Telemetering Instruments</b>		Oterbein Co J A	Middletown
Stanley Works The (cold rolled strip)	New Britain	Bristol Co The	Waterbury	Riverside Mfg Co Inc The	New Haven
<b>Steel Castings</b>		<b>Telephone Answering &amp; Recording Machines</b>		Teike Tool & Die Mfg Co	New Britain
Farrel-Birmingham Company Inc	Ansonia	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	<b>Tools, Fixtures, Gauges</b>	
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron)	Hartford	<b>Television—Radio</b>		Fredericks Tool Co J F	West Hartford
Malleable Iron Fittings Co	Branford	Junior Screw Machine Products Inc	West Haven	<b>Toroidal Winding Machines</b>	
Nutmeg Crucible Steel Co	Branford	<b>Testers—Insulation</b>		Boesch Mfg Co Inc	Danbury
<b>Steel—Cold Rolled Spring</b>		McNeal J D	New Haven	<b>Totalizers</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	<b>Testers—Insulation Wire &amp; Cable</b>		Reflectone Corporation The	Stamford
<b>Steel—Cold Rolled Stainless</b>		Davis Electric Company	Wallingford	<b>Toys</b>	
Ulrich Stainless Steels	Wallingford	<b>Testers—Non-Destructive</b>		Geo S Scott Mfg Co The	Wallingford
Wallingford Steel Company	Wallingford	Sperry Products Inc	Danbury	Gong Bell Co The	East Hampton
<b>Steel—Cold Rolled Strip and Sheets</b>		<b>Textile Machinery</b>		N N Hill Brass Co The	East Hampton
American Steel & Wire Div of U S Steel	New Haven	Morrow Machine Co The	Hartford	Waterbury Companies Inc	Waterbury
Detroit Steel Corporation	New Haven	2814 Laurel St		<b>Tramways</b>	
Wallingford Steel Company	Wallingford	<b>Textile Printing Gums</b>	Springdale	American Steel & Wire Div of U S Steel	New Haven
<b>Steel Goods</b>		Polymer Industries Inc		<b>Transformers</b>	
Merriam Mfg Co (sheets products to order)		<b>Textile Processors</b>		Berkshire Transformer Corp The	New Milford
<b>Steel—Hot Rolled Strip</b>		American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics)	Rockville	Dano Electric Company	Winsted
Northeastern Steel Corp	Bridgeport	<b>Thermometers</b>		<b>Trucks—Commercial</b>	
<b>Steel Rolling Rules</b>		Bristol Co The (recording and automatic control)	Waterbury	Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies)	Bridgeport
Waterbury Lock & Specialty Co The	Milford	Manning Maxwell & Moore Inc	Stratford	<b>Trucks—Industrial</b>	
<b>Steel Strapping</b>		<b>Thermostats</b>		George P Clark Co	Windsor Locks
Stanley Works The	New Britain	Bridgeport Thermostat Company Inc (automatic)	Bridgeport	<b>Truck—Lift</b>	
<b>Stereotypes</b>		<b>Thin Gauge Metals</b>		Excelsior Hardware Co The	Stamford
New Haven Electrotpe Div Electrographic Corp	New Haven	Plume & Atwood Mfg Co The	Thomaston	George P Clark Co	Windsor Locks
<b>Stop Clocks, Electric</b>		Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury	<b>Trucks—Skid Platforms</b>	
H C Thompson Clock Co The	Bristol	<b>Thread</b>		Excelsior Hardware Co The (lift)	Stamford
<b>Storage Batteries</b>		American Thread Co The	Willimantic	<b>Tube Bending</b>	
R A E Storage Battery Mfg Co	Glastonbury	Belding Heminway Corticelli	Putnam	Donahue Mfg Co Inc	Watertown
<b>Straps, Leather</b>		Max Pollack & Co Inc	Groton and Willimantic	<b>Tube Clips</b>	
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown	Wm Johl Manufacturing Co	Mystic	H C Cook Co The (for collapsible tubes)	Ansonia
<b>Structural Mouldings</b>		<b>Thread Chasers</b>		Weimann Bros Mfg Co The (for collapsible tubes)	Derby
Leed Co The H A	Hamden	Geometric Tool Division, Greenfield Tap & Die Corp	New Haven	<b>Tube Fittings</b>	
<b>Studio Couches</b>		<b>Thread Gages</b>		Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube)	Waterbury
Waterbury Mattress Co	Waterbury	Pratt & Whitney Co Inc	West Hartford	<b>Tubers</b>	
<b>Super Refractories</b>		<b>Thread Milling Machines</b>		Standard Machinery Co The (tubers for both rubber and plastic industries)	Mystic
Mullite Refractories Company The	Shelton	Pratt & Whitney Co Inc	West Hartford	<b>Tubes—Collapsible Metal</b>	
<b>Surface Metal Raceway &amp; Fittings</b>		<b>Thread Rolling Machinery</b>		Sheffield Tube Corp The	New London (Advt.)
Wiremold Company The	Hartford	Hartford Special Machinery Co The	Hartford		
<b>Surgical Dressings</b>					
Acme Cotton Products Co Inc	East Killingly				
Seamless Rubber Company The	New Haven				



# IT'S MADE IN CONNECTICUT

<b>Tubing</b>		<b>Wall Paper</b>		<b>Wire Arches &amp; Trellises</b>	
American Brass Co The (brass and copper)	Waterbury	Stamford Wall Paper Co Inc	Stamford	Hartford Wire Works Co The	Hartford
Bridgeport Brass Company (brass and copper)	Bridgeport			John P Smith Co The	New Haven
G & O Manufacturing Co (finned)	New Haven	<b>Washers</b>		<b>Wire Baskets</b>	
Scoville Manufacturing Company (Brass and Copper)	Waterbury 91	American Felt Co (felt)	Glenville	Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing)	Bridgeport
<b>Tubing—Flexible Metallic</b>		Auburn Manufacturing Company The (all materials)	Middletown	<b>Wire Cloth</b>	
American Brass Co Metal Hose	Waterbury	Blake & Johnson The (brass, copper & non-ferrous)	Waterville	Hartford Wire Works Co The	Hartford
<b>Tubing—Heat Exchanger</b>		Clark Brothers Bolt Co	Milldale	C O Jelliff Mfg Co The (all metal, all meshes)	Southport
American Brass Company The	Waterbury	Humphrey Fabricating Corp	Unionville	Pequot Wire Cloth Co Inc	Norwalk
Scovill Manufacturing Company	Waterbury 91	Plume & Atwood Mfg Co The (brass & copper)	Thomaston	Rolock Inc (Alloy)	Fairfield
<b>Tumbling Barrels</b>		I H Rosenbeck Inc	Torrington	Smith Co The John P	New Haven
Henderson Bros Co The	Waterbury	Saling Manufacturing Company (made to order)	Unionville	<b>Wire Dipping Baskets</b>	
<b>Tumbling Equipment &amp; Supplies</b>		<b>Washers—Felt</b>		Hartford Wire Works Co The	Hartford
Esbec Barrel Finishing Corp	Beyram	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	John P Smith Co The	New Haven
Foy Electro-Chemical Co	Ansonia	<b>Watches</b>		423-33 Chapel St	
<b>Tumbling Service</b>		E Ingraham Co The	Bristol	<b>Wire Drawing Dies</b>	
Esbec Barrel Finishing Corp	Meriden	United States Time Corporation The	Waterbury	Waterbury Wire Die Co The	Waterbury
<b>Turntables</b>		<b>Water Heaters</b>		<b>Wire Formings</b>	
Macton Machinery Company Inc (industrial & display)	Stamford	Whitlock Manufacturing Co The (instantaneous & storage)	Hartford	Autoyre Co The	Oakville
<b>Typewriters</b>		<b>Water Heaters—Electric</b>		G E Prentice Mfg Co The	Kensington
Royal Typewriter Co Inc	Hartford	Bauer & Company Inc	Hartford	Master Engineering Company	West Cheshire
Underwood Corporation	Hartford	<b>Water Heaters—Gas or Kerosene</b>		North & Judd Manufacturing Co	New Britain
<b>Typewriters—Portable</b>		Holyoke Heater Corp of Conn Inc	Hartford	Turner & Seymour Manufacturing Co The	Torrington
Royal Typewriter Company Inc	Hartford	<b>Waxes</b>		Verplex Company The	Essex
Underwood Corporation	Hartford	Harrison Company The A S (and other protective coatings)	South Norwalk	<b>Wire Forms</b>	
<b>Typewriter Ribbons and Supplies</b>		<b>Waxes—Floor</b>		Barnes Co The Wallace Div Associated Spring Corp	Bristol
Royal Typewriter Company Inc	Hartford	Fuller Brush Co The	Hartford	Bristol Spring Manufacturing Co	Plainville
Underwood Corporation	Hartford	<b>Wedges</b>		Colonial Spring Corporation The	Hartford
<b>Ultrasonic Processing Equipment</b>		Saling Manufacturing Company (hammer & axe)	Unionville	Connecticut Spring Corporation The	Hartford
General Ultrasonics Co The	Hartford	<b>Welding</b>		Foursome Manufacturing Co	Bristol
<b>Underclearer Rolls</b>		Connecticut Welders Inc (fabrication & repairs)	Wallingford	Gemco Manufacturing Co Inc	Southington
Sonoco Products Co (Climax-Lowell Div)	Mystic	Farrel-Birmingham Company Inc	Ansonia	Humason Mfg Co The	Forestville
<b>Vacuum Bottles and Containers</b>		G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven	New England Spring Mfg Co	Unionville
American Thermos Bottle Co	Norwich	Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford	Templeman Co D R	Plainville
<b>Vacuum Cleaners</b>		<b>Welding—Lead</b>		Terryville Manufacturing Co	Terryville
Electrolux Corporation	Old Greenwich	Connecticut Welders Inc (tanks & coils)	Wallingford	<b>Wire Goods</b>	
Spencer Turbine Co The	Hartford	Storts Welding Company (tanks and fabrication)	Meriden	American Buckle Co The (overall trimmings)	West Haven
<b>Valve Discs</b>		<b>Welding Rods</b>		Patent Button Co The	Waterbury
Colt's Manufacturing Company	Hartford	American Brass Company The	Waterbury	Scovill Manufacturing Company (To Order)	Waterbury 91
<b>Valves—Automobile Tire</b>		Bridgeport Brass Company	Bridgeport	<b>Wire Partitions</b>	
Bridgeport Brass Company	Bridgeport	Bristol Brass Co The (brass & bronze)	Bristol	Hartford Wire Works Co The	Hartford
<b>Valves</b>		<b>Wells</b>		John P Smith Co The	New Haven
Norwalk Valve Company (sensitive check valves)	South Norwalk	Church Co The Stephen B	Seymour	423-33 Chapel St	
<b>Valves—Radiator Air</b>		<b>Wheels—Industrial</b>		<b>Wire Products</b>	
Bridgeport Brass Company	Bridgeport	George P Clark Co	Windsor Locks	Claireglow Mfg Company	Portland
<b>Valves—Relief &amp; Control</b>		<b>Wicks</b>		Humason Mfg Co The	Forestville
Beaton & Caldwell Mfg Co	New Britain	Auburn Manufacturing Company The (felt, asbestos)	Middletown	Plume & Atwood Mfg Co The (to order)	Thomaston
<b>Valves—Safety &amp; Relief</b>		Holyoke Heater Corp of Conn Inc	Hartford	<b>Wire Reels</b>	
Manning Maxwell & Moore Inc	Stratford	<b>Wiffle Ball</b>		A H Nilson Mach Co The	Bridgeport
<b>Vanity Boxes</b>		Wiffle Ball Inc The	New Haven	<b>Wire Rings</b>	
Bridgeport Metal Goods Mfg Co	Bridgeport	<b>Window &amp; Door Guards</b>		American Buckle Co The (pan handles and tinners' trimmings)	West Haven
Plume & Atwood Manufacturing Co	Thomaston	Hartford Wire Works Co The	Hartford	Humason Mfg Co The	Forestville
<b>Vapor Degreasing Machines</b>		Smith Co The John P	New Haven	Templeman Co D R	Plainville
Foy Electro-Chemical Co (Manual & Automatic)	Ansonia	<b>Window Shades</b>		<b>Wire Rope and Strand</b>	
<b>Varnishes</b>		New England Shade & Blind Co Inc	Durham	American Steel & Wire Div of U S Steel	New Haven
Staminit Corp The	New Haven	<b>Wiping Cloths</b>		<b>Wire—Specialties</b>	
<b>Vegetable Peelers</b>		Federal Textile Corporation	New Haven	Andrew B Hendryx Co The	New Haven
Colt's Manufacturing Company	Hartford	<b>Wire</b>		Harvey Hubbell Inc	Bridgeport
<b>Velvets</b>		American Brass Company The	Waterbury	<b>Wood Scrapers</b>	
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc)	Stonington	American Steel & Wire Div of U S Steel	New Haven	Fletcher-Terry Co The	Forestville
Leiss Velvet Mfg Co Inc The	Willimantic	Atlantic Wire Co The (steel)	Branford	<b>Woodwork</b>	
Velvet Textile Corporation The (Velveteen)	West Haven	Bartlett Hair Spring Wire Co The (hair spring)	North Haven	C H Drewes & Sons Inc (Mfg all kinds of woodwork)	Hartford
<b>Venetian Blinds</b>		Bridgeport Brass Company (brass and silicon bronze)	Bridgeport	Hartford Builders Finish Co	Hartford
Findell Manufacturing Company	Manchester	Bristol Brass Corp The (brass & bronze)	Bristol	<b>Woven Felts—Wool</b>	
Jennings Company The S Barry	New Haven	Driscoll Wire Co The (steel)	Shelton	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Venetian Blind Tape</b>		Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted	<b>Yarns</b>	
Russell Manufacturing Company The (woven cotton and woven plastic)	Middletown	Platt Bros & Co The (zinc wire)	Waterbury	Aldon Spinning Mills Corporation The (fine-wollen and specialty)	Talcottville
<b>Ventilating Equipment</b>		P O Box 1030	Waterbury	Ensign-Bickford Co The (jute-carpet)	Simsbury
Foy Electro-Chemical Co	Ansonia	Plume & Atwood Mfg Co The (brass, bronze, nickel silver)	Thomaston	Hartford Spinning Incorporated (Wollen, knitting and weaving yarns)	Unionville
<b>Ventilating Systems</b>		Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)	Waterbury 91	<b>Zinc</b>	
Colonial Blower Company	Plainville	<b>Wire and Cable</b>		Platt Bros & Co The (ribbon, strip and wire)	Waterbury
<b>Vertical Shapers</b>		General Electric Company (for residential, commercial and industrial applications)	Bridgeport	P O Box 1030	
Pratt & Whitney Co Inc	West Hartford	Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications)	New Haven	<b>Zinc Castings</b>	
<b>Vibrators—Pneumatic</b>		<b>Wire</b>		Newton-New Haven Co Inc	688 Third Ave West Haven (Advt.)
Branford Co The (industrial)	New Haven	<b>Wire</b>			
<b>Vinyl Extrusion &amp; Moulding Compounds</b>		<b>Wire</b>			
Electronic Rubber Co	Stamford	<b>Wire</b>			
<b>Vises</b>		<b>Wire</b>			
Charles Parker Co The	Meriden	<b>Wire</b>			
Penn Manufacturing Company The (Quick-Action Vises)	Newington	<b>Wire</b>			
Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic	<b>Wire</b>			

## Operation Survey Pays Off at General Electric

(Continued from page 14)

### Questions On Operations Survey Sheet

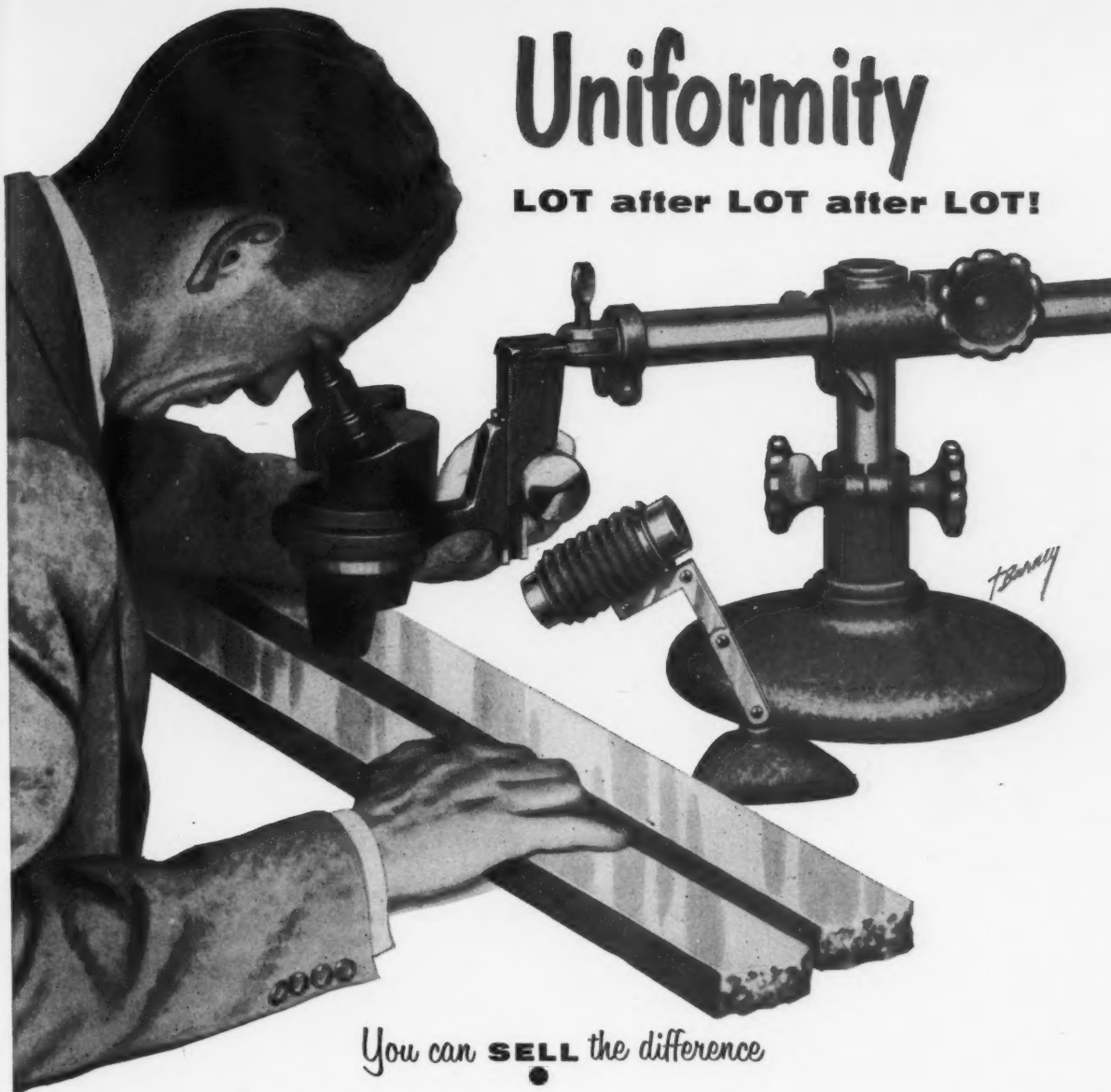
1. Is this operation necessary?
2. Are there any deviations from the conditions on which standard is based:
  - a. Material
  - b. Methods procedure
  - c. Tools
  - d. Machine speed or feed
  - e. Dimension
  - f. Product design
3. Are there elements in the study which have been eliminated or could be eliminated?
4. Is it possible to combine any of the elements?
5. Can this operation be combined with another?
6. Is it possible to arrange location of material to better advantage for next operation?
7. Are material supplies, tools and reels laid out ahead of time and conveniently arranged for use?
8. Is the operation of the job efficient as to:
  - a. Machine
  - b. Tools
  - c. Processing Length
  - d. Material and supplies
  - e. Reel size
  - f. Location and arrangement
  - g. Machine task
9. Could a less expensive or more readily available material be substituted?
10. Is material bought in economical size and quantity to improve inventory control?
11. Can any materials be standardized?
12. Is the correct job classification being used?
13. Can equipment be redesigned to simplify the operation?
14. Is there a better machine or better equipment that you know of that will do the job?
15. What can be done to reduce spoilage?
16. Is the lighting adequate for quality work?
17. Could the operation be improved by use of mechanical aid?
18. What can be done to improve material utilization?
19. Is the job unnecessarily hazardous?
20. Can housekeeping be improved?
21. If this operation is the cause of unnecessary unapplied or indirect expense can it be improved?
22. Is there any obsolete or surplus equipment that should be declared as surplus?
23. Is this operation scheduled properly for economical quantity and a minimum inventory?
24. Are there any other aspects to this operation that could be improved?

## Advertising Index

Aetna Life Affiliated Companies	57
Allen, Russell & Allen	24
Alpha Molykote Corp.	28
American Appraisal Co.	28
American Research Corp.	61
American Thread Co.	44
Anderson-Nichols & Co.	23
Auburn Mfg. Company	45
Avery & Saul Co.	26
Ballard Oil Co.	Outside Back Cover
Barnes Company, Wallace	58
Barney's	28
Billings & Spencer Co.	39
Champlin Box Co., The	34
Chase Brass & Copper Co.	24
Church Co., The Stephen B.	51
Clark Bros. Bolt Co.	62
Colonial Blower Co.	60
Connecticut Medical Service	35
Connecticut Advertising Services	63
Connecticut Printers, Inc.	3
Connecticut Utility Companies	43
Detroit Steel Corporation	33
Dictaphone Corporation	41
Display Workshop, Inc.	38
Dolge Co., The C. B.	59
Dowd, Wyllie & Olson, Inc.	31
Eastern Elevator Co., Inc.	25
Ethone, Inc.	29
Etter Engineering Co.	59
Forssen Co., Gale	47
Fritzell Foundry & Casting Co.	40
Fuller Brush Co., The	2
Graphic Arts Co., Inc., The	30
Hall Co., Thomas W.	34
Hartford Special Machinery Co.	53
Howard Co., The	47
Humphrey Fabricating Corp.	28
Ives Co., H. B.	42
Jones Co., T. A. D.	4
Leeds Conveyor Mfg. Co.	54
Liberty Mutual Insurance Co.	22
Mathieu Auto Lease Corp., Bob	56
Mills, Inc., H. J.	54
Morris Co., The Robert E.	24
Morrissey & Cheney	53
National Employee Relations Institute Inc.	31
Newton Co., The	34
Nutmeg Crucible Steel Co., The	34
Outdoor Oven Fireplace Div.	
Silent Glow Oilburner Corp.	27
Page, Robert W.	30
Plocar Co., John J.	46
Plume & Atwood Mfg. Co.	46
Portland Cement Association	48
Remsen Advertising Agency	37
Sargeant & Wilbur Heat Treating Corp.	55
Scovill Manufacturing Company	Inside Back Cover
Shuttleworth, Inc.	50
Souther Engineering Co., Henry	24
Southern New England Telephone Co.	
	Inside Front Cover
Stanley Works	36
Swan Tool & Machine Co.	34
Talcott, Inc., James	34
Topmost Building Co.	32
Walters Business Forms, Inc.	49
Winship, Richard	24
Wiremold Co., The	36
Wittstein, Jack	24 & 53
Wyatt, Inc.	52
Young & Associates, R. H.	40

# Uniformity

**LOT after LOT after LOT!**



*You can **SELL** the difference*

Uniformity is a much used . . . and often abused . . . word. Nevertheless, uniformity in Brass Mill Products is a matter of dollars-and-cents importance to you as a fabricator.

That is why Scovill stresses metal SOUNDNESS and UNIFORMITY through every step in production.

The constant drive for inherently sounder, more uniform metal spurred Scovill's pioneer introduction of full-scale continuous casting in the brass industry. Advanced, precision-controlled cold-rolling and annealing cycles . . . a forward-looking metals research program . . . all contribute to maintenance of the same ideal.

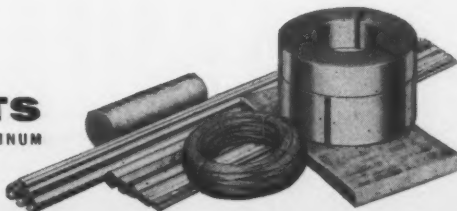
Scovill brass fabricating customers see the difference . . . in adherence to close-tolerance specifications, order after order, lot after lot. You, in turn, can SELL the difference in the superior uniform quality of your own products.

Scovill Manufacturing Company, Mill Products Division,  
99 Mill Street, Waterbury 20, Connecticut. Phone Plaza 4-1171.

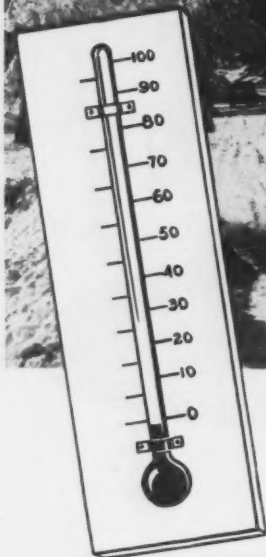
**SCOVILL**

**MILL PRODUCTS**

BRASS • BRONZE • NICKEL SILVER • ALUMINUM



**WHEN TEMPERATURES DIP  
AND SNOWDRIFTS RISE...**



**RELY ON**



**BUNKER "C"**

**FOR COMFORT AND . . . . DEPENDABILITY!**

In any season Balco Bunker "C" is a modern fuel that heats cleanly . . . conveniently . . . economically.

In the dead of winter—when constant heat is a "must" Balco Bunker "C" meets the most exacting demands of delivery and efficiency.

This fuel delivers more BTU's, **MORE PURE HEAT**, per gallon than conventional fuel oils.

Giant storage terminals and an all weather delivery fleet assure a never-ending supply of fuel for industrial, institutional, commercial and governmental installations.

Join the thousands who save money, save worry—enjoy steady, convenient heating with Balco Bunker "C".

HEATING PROBLEMS? Balco's trained engineers stand ready to "troubleshoot" immediate heating headaches, advise on long range heating needs. Phone Hartford JA 9-3341 or write Balco at Box 1078, Hartford.

**The BALLARD OIL Co.**

**HARTFORD,**

**CONNECTICUT**





